

# ESCROW COORDINATION SECRETS FOR THE REAL ESTATE PROFESSIONAL



**RECEIVE:** Outline of class discussion, Terms Template, Custom Escrow Letters, Team Players Template, Custom E-Mail Forms, Escrow Quick Look Sheet, Escrow Tracking Form, Discount pricing on products.

These techniques and insight are more than theoretical ideas. They have evolved and have been perfected through instructor experience. You WILL be able to immediately apply what you learned.

**BONUS:** DRE approved for 4 hours Consumer Service credits for licensed agents in attendance.

No prerequisite to attend this class! Open to both licensed and unlicensed real estate professionals!

Outstanding agents and assistants do more than push paperwork. They lead, encourage teamwork, use efficient systems, and understand ALL areas of an escrow. Diana Turnbloom, author of *Escrow Coordination Secrets*, a coordinator for over 10 years and popular instructor to hundreds of new/experienced agents, brokers and assistants will give information and tools you **MUST HAVE** to efficiently manage escrows with more control and less hassle! This 4 hour power packed class is like no other seminar you have attended! Diana addresses specific issues that will help you with your day-to-day management of escrows, including:

- Locate the “meat and potatoes” of contracts, title, tax and termite reports
- Identify and prevent deal-killer issues
- The best time to remove contingencies
- Understand who the team is and effectively participate in problem solving
- Create bullet-proof systems that ensure each transaction is smooth and hassle-free
- REO transactions – Trends and what to look for in the REO contract

Registration is a **MUST!** Call Joy Shaneen at (760) 346-5637 or E-Mail [joy@cdaronline.com](mailto:joy@cdaronline.com)

**DATE:** Friday, September 17, 2010  
**TIME:** 8:30 a.m.–12:30 p.m. (8am Check-In)  
**COST:** \$55.00  
**INSTRUCTOR:** Diana Turnbloom

California Desert Association of REALTORS®  
44475 Monterey Avenue, Palm Desert, CA  
[www.CalDesertRealtors.com](http://www.CalDesertRealtors.com)