



# GRI ABC'S OF FINANCING

Get acquainted with the loan process, new closing procedures and new consumer protection rules. This Graduate REALTOR® Institute course will give you a strong knowledge and familiarity with the most current financing options available in the marketplace, as well as down payment options to help home buyers. You'll also learn about the most recent changes in the mortgage industry affecting your customer's ability to get approved and the latest changes to the closing process.

Learn more about GRI at [ncrealtors.org/GRI](https://ncrealtors.org/GRI).

## YOU WILL LEARN:

- Financing options that are available for your clients
- How to help buyers evaluate loan programs and find what best suits their needs
- How to help sellers evaluate their property conditions
- How to guide clients through the financing of an Offer to Purchase contract
- Down payment programs open to move—up buyers AND 1st-time home buyers
- The recent CFPB mandated changes to the loan closing process that could impact your real estate closings
- The renovation loans, energy-efficient loans and 203(k) loans
- Unique city/state home buyer programs available across the state

## Registration Form

# GRI ABC'S OF FINANCING

Full Name \_\_\_\_\_

NC Real Estate License Number \_\_\_\_\_

NRDS or License Number \_\_\_\_\_

Email Address \_\_\_\_\_

Mailing Address \_\_\_\_\_

Local Board/Association \_\_\_\_\_

## GRI Registration Fees and Payment

NC REALTORS® Member: ☐ \$100 ☐ \$125 (with 4 Hours of Elective CE Credit)Non-NC REALTORS® Member: ☐ \$150 ☐ \$175 (with 4 Hours of Elective CE Credit)GRI Designee (Must have your GRI): ☐ \$30 (Audit only) ☐ \$55 (with 4 Hours of Elective CE Credit)CE Add-On: ☐ \$25☐ Please charge my Credit Card (**Visa or MasterCard ONLY**)

Credit Card # \_\_\_\_\_ Expiration Date \_\_\_\_ / \_\_\_\_ 3-Digit Security Code \_\_\_\_\_

Signature \_\_\_\_\_

☐ Enclosed is my Check**Make checks payable and mail to NC REALTORS®**

Professional Development Dept.

4511 Weybridge Lane

Greensboro, NC 27407

**CANCELLATIONS:** Cancellations: Registration fee, less \$35 service fee will be refunded if notice of cancellation is given at least three days prior to the course offering. No refunds will be made after this cutoff date.

**TRANSFERS:** Students may transfer from one GRI course to another if a scheduling conflict should arise. The first transfer is free of charge; all subsequent transfers for the same GRI course will be assessed a \$25 administration fee.

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