



MAY ONLINE CLASSES // 2021

2021 IS THE YEAR TO GET YOUR "EDUCATION ON"!

**MAY
5**

10:00 AM
- 11:00 AM

Making Raving Fans out of your Buyers and Sellers

COST: \$0
WHERE: Zoom Webinar
INSTRUCTOR: Jack Amberg
CREDITS: 0 CE Credits

DESCRIPTION:

- Closing Skills and techniques
- Geo Farming
- The winning Mindset
- Negotiation Techniques
- The VA loan and building VA business

RSVP: https://urldefense.proofpoint.com/v2/url?u=https-3A__usa-2Dmortgage.zoom.us_j_97326503010&d=DwIFAw&c=A210cd0yeEKQCn3mv-g-KzOAX7YMnpExrKRXrh8neX0&r=1m-BIsUM_8mlzO8-Mlas_iO6GNB6HVce-iwj1HeHlydA&m=5xmTZn8iiAwrbImtfs68BRsxyhMHNha-1Jq5HqzB8dfA&s=tbYecpaP3RZoj6Lut_x2fvXKqkx48qlyECuVkbGYxs&e=

**MAY
5**

10:00 AM
- 1:00 PM

The Ugly Truth Not The Pretty Lies Behind The Mortgage Industry

COST: \$0
WHERE: Zoom Webinar
INSTRUCTOR: Todd Pazol
CREDITS: 2 CE Credits

DESCRIPTION:

- How the mortgage industry really works
- See where rates, lender credits and fees really come from

RSVP: <https://us02web.zoom.us/join/joinmeeting/register/tZctdOytqT8uH9JfpC93zCIHGqW-f1JNGHmYL>

**MAY
11**

10:00 AM
- 12:00 PM

HECM for Purchase - Reverse Mortgages for the Real Estate Industry

COST: \$0
WHERE: Zoom Webinar
INSTRUCTOR: Nathan Johnson
CREDITS: 2 CE Credits

DESCRIPTION:

- Understand the basics of a HECM Reverse Mortgage and HECM for Purchase (H4P)
- Learn how Today's Reverse Mortgage is used to solve multiple retirement concerns and challenges.
- How Today's Reverse Mortgage serves "Baby Boomers" in pre-retirement.
- Buy a home in Reverse and move Forward...what are the steps?
- Discover how to help mature homeowners relocate, downsize, or right size in Reverse.
- Show your clients how to purchase the home they want and keep the cash they need.
- Grow your business with more listings and buyers in 2021!

RSVP: https://link.zixcentral.com/u/a2f19688/IDQ3_JCZ6xGnyz18PI9hPQ?u=https%3A%2F-2Fus02web.zoom.us%2Fj%2F82009370702%3Fpwd%3DZEtmTVRxyZf0MIRpRzdzSW56RzhOdz09

**MAY
12**

2:00 PM -
4:00 PM

Advanced CTM eContracts

COST: \$20
WHERE: Zoom Webinar
INSTRUCTOR: Sylvia Fox
CREDITS: 2 CE Credits with \$20

DESCRIPTION:

- Ordering and moving O&E's to transactions
- Updating deadline dates
- Working with a non-Contracts User

RSVP: https://www.ctmecontracts.com/eContracts/wp/ctm/Trainings/Classes_Resistration.asp?Class_GUID=273325d7-36eb-44f9-a723-88280c9e3b54&Location_email=on

**MAY
17**

**9:00 AM -
11:00 AM**

How to Always Win the Listing AND GET MORE SOURCES OF LISTINGS!

COST: \$0
WHERE: Zoom Webinar
INSTRUCTOR: Jack Amberg
CREDITS: 0 CE Credits

DESCRIPTION:

- Time management for the Realtor
- The Mortgage Process and all the people that touch the loan during the process (knowledge allows better expectations to be set = better experience= more referrals)

RSVP: https://urldefense.proofpoint.com/v2/url?u=https-3A__usa-2Dmortgage.zoom.us_j_93194418638&d=DwIFAw&c=A2I0cd0yeEKQCn3mv-g-KzOAX7YMnpExrKRXrh8neX0&r=1m-BIsUM_8mlzO8-Mias_iO6GNB6HVce-iwj1HeHlydA&m=ibIZwd-1aRvQlgyFWqQQUEMIDfAgg-5paODRetyxGVeg&s=DmirdaHjtVqEOcTs0p_J2LkMYnO-_hkukFSz_U5h6Vc&e=

**MAY
20**

**10:00AM -
1:00PM**

The Ugly Truth Not The Pretty Lies Behind The Mortgage Industry

COST: \$0
WHERE: Zoom Webinar
INSTRUCTOR: Todd Pazol
CREDITS: 3 CE Credits

DESCRIPTION:

- How the mortgage industry really works
- See where rates, lender credits and fees really come from

RSVP: <https://us02web.zoom.us/meeting/register/tZEIcu2rqDMoE9HkBlgoLUTHeGzGkXL1OPmj>