

## Understanding Concurrent Closes

Managing concurrently closing transactions can present challenges for agents, coordinators and clients. Understanding how concurrent closes take place helps you to better prepare and organize your team to successfully close your pending sale on time.

This class helps you;

- Define a concurrent close and contingent sale
- How to identify concurrent closes during transactions
- How wiring/funding takes place with concurrent closes
- Master SECRET weapons for arranging hassle-free concurrent closes
- Understand what “release of funds to occur after recording” means
- Learn the seller effects of releasing funds after recording
- Estimate your chances of closing a concurrent close on time
- Know the difference between an Estimated vs. Final HUD1. Why this bank request can cause huge DELAYS with your closing!
- Identify the TOP 4 questions to ask about the preceding transaction
- Understand afternoon or special recordings and how they impact concurrent closes
- Identify what information the escrow/title officer needs
- Understand how 1031 exchanges effect concurrent closes

This seminar is taught by Diana Turnbloom, owner of Escrow Coordination Secrets. Diana is an author and leading instructor to thousands of agents and assistants on Transaction Management. This is a workshop you won't want to miss! It's loaded with information that protects both you and your client!