

# Understanding Terms

Do you know how to communicate terms to the escrow officer? What about understanding and explaining terms to other team members during the pending sale transaction? The terms of the contract explain who pays for what—one of three important things you must know at all times when coordinating your transaction!

This class will help you;

- Define and identify what are real estate terms
- Create an at-a-glance checklist for easy identification of terms
- Identify the best way to deliver terms to escrow
- Identify the best time to deliver the terms to escrow
- Clearly explain rent-back agreements/payments
- Define a commission demand and the best way to submit
- Understand the difference between paid through escrow & outside of escrow
- Understand the correct verbiage to use with credit instructions
- Define “up to” and “through”

This class 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!