

“REAL ESTATE CLOSINGS” NEW ALBANY

5 Hours CE APPROVED/ 4 Hours CLE Pending
Featuring:
Tom Fickle

Interactive Audience Response System

REGISTRATION FORM

March 23, 2010 8:30 AM
IU- Southeast
4201 Grant Line Road
New Albany, Indiana 47150

\$95.00 for Members- \$165.00 for Non-Members

Company _____

Address _____

City _____ Phone _____ Fax _____

Email Address _____

Name	License #	Exp. Date
_____	_____	_____
_____	_____	_____
_____	_____	_____

We gladly accept Visa, MasterCard or American Express

Card # _____ Visa ___ MC ___ Amex ___

Expiration Date _____ Name on Card _____

Signature of Cardholder _____ Card

Billing Address _____ Card billing address zip code _____

Fax Form to: (317) 682-4788 or email to: kathy@indianalandtitle.org

REAL ESTATE CLOSINGS SEMINAR

March 23 & 25 2010

OUTLINE

8:30am – 9:00am – REGISTRATION

9:00am – 9:45am (45 minutes)

I. CLOSING 101

- A. Role of Title Agent
- B. Title Agent/Underwriter Role
- C. Scope of Mortgagee Policy
- D. Scope of Owner's Policy
- E. HUD Settlement Statement Basics

9:45am – 10:30am (45 minutes)

II. TITLE CLEARANCE AND INSURED CLOSINGS

- A. Form of Title Insurance Policy
- B. Closing Statements
- C. Execution of Mortgage
- D. Release of Mortgage
- E. Bankruptcy

10:30am – 10:45am – BREAK

10:45am – 11:30am (1.25 hours)

TITLE CLEARANCE AND INSURED CLOSINGS (continued)

- F. Judgments
- G. Payoff of Existing Mortgages
- H. What is an Insured Closing?
- I. What is Extended Coverage?
- J. Cash Closing
- K. Who is Protected by an Insured Closing Letter?
- L. The Battle Over Closing Instruments

11:30am – 12:00 Noon (30 minutes)

III. DISCLOSURE

- A. Investment Property vs. Owner-Occupied Homes
- B. Common Disclosure Issues

12:00 Noon – 1:00pm – LUNCH

1:00pm – 1:45pm (45 minutes)

IV. IDENTIFY REAL ESTATE FRAUD AT THE CLOSING TABLE

- A. Flips
- B. Examples of Mortgage Fraud

1:45pm – 2:15pm (30 minutes)

V. NEW LEGISLATION AFFECTING CLOSINGS

- A. HB 1287 – Conveyance Documents
- B. HB 1344 – Sales Disclosure Forms
- C. HB 1374 – Indiana’s Good Funds Law

2:15pm – 3:00pm (45 minutes)

VI. ETHICAL CONSIDERATIONS IN REAL ESTATE CLOSINGS

- A. Handling of Funds
- B. Common Conflicts of Interest
- C. Sample Cases

3:00pm – ADJOURNMENT