

# "REAL ESTATE CLOSINGS" Indianapolis

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

## Interactive Audience Response System

**March 25, 2010 9:00 AM**  
Gene Glick Junior Achievement Center  
7435 N. Keystone Ave.  
Indianapolis, IN 46240

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

### **REGISTRATION FORM**

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Phone \_\_\_\_\_ Fax \_\_\_\_\_

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

Name	License #	Exp. Date
_____	_____	_____
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***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](mailto: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**