



Kelly Stephens Class Schedule

Register At www.AmericanREU.net/classes



BUYERS ARE LIARS?

The TRUTH about Buyer Representation.

Are Buyers really liars? Is specializing in buyer's agency a sound business model for real estate professionals?

Join us as we attempt to determine truth from myth in this age old saying. We will gain a better understanding of buyers and the factors and motivations that may result in a "less than truthful picture" and what we as real estate professionals can do to keep our faith in buyers!



When

Mon Oct 28 10:00am to 01:00pm



Where

2520 Northwinds Parkway, Suite 185

2520 Northwinds Parkway, Suite 185 - Alpharetta,

Alpharetta, GA 30009
GA



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When

Wed Nov 6 11:00am to 02:00pm



Where

Tell River Subdivision by Rockhaven Homes

4005 Riverchess Drive SW - Atlanta, GA



Mortgage 101

Getting a home loan doesn't have to be intimidating to your buyer...Especially when you understand the basics of the different types of mortgage loans available to home buyers. By completing this course you will have a better understanding and knowledge of the basic options of home financing, the features and costs of a home loan. In depth, you will understand the following loan process involved with each of the following loan options: USDA, FHA, VA, VA-Jumbo and Conventional.



When

Mon Nov 18 10:00am to 01:00pm



Where

Northwinds II

2520 Northwinds Parkway Suite 185 - Alpharetta,

GA

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