

# LUNCH AND

# LEARN

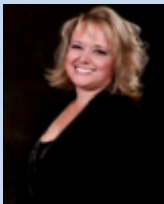
## “How to Write an offer for a VA Buyer!”

Tuesday, July 25<sup>th</sup>, 2017

### Guest Speakers:



Lee Iverson- Loan Officer  
VA Home Loan Specialist  
MMC Lending  
Ca BRE #01205665  
NMLS #287570



Jenni Williams  
Escrow Officer  
Pacific Trust Escrow, Inc

### Topics

- Non-Allowable Fees
- Improving your market share
- Asking the right questions of your buyers
- Certificate of Eligibility- do all vets qualify?
- What's a DD-214?
- VA Appraisals
- Can the VA benefit be used more than once?
- Qualifying with residual income
- What is Entitlement?

### Location:

Greater Antelope Valley  
Association of REALTORS®  
1112 West Avenue M4  
Palmdale, CA 93551

### Time:

10:45 a.m.- Check in  
11:00 a.m.- 11:30 a.m.- Lunch  
11:30 a.m.- 12:30 p.m.- Class

### Cost:

\$5.00- GAVAR REALTOR  
Members  
\$10.00- GAVAR MLS Only  
Members/ Registered Assistants

**\*No Refunds**

*\*Last day to register is Friday,  
July 21<sup>st</sup> 2017 , if space allows.*

Register online now at:

[www.gavar.org](http://www.gavar.org) > Pay Online or  
come to the Association Office.

**\*\*Out of respect for the speakers  
& attendees, please do not arrive  
later then 10 minutes after the  
class has started. You will not be  
allowed admission.**



Greater Antelope Valley  
Association of REALTORS®

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Lunch will be sponsored by:  
Pacific Trust Escrow, Inc.

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