



The Reverse Mortgage Purchase Program

Imagine creating a transaction out of a situation where one doesn't currently exist! Or possibly turning it into two transactions where one didn't exist before!

You can increase your sales and listings when you are the REALTOR® offering buyers and sellers, over the age of 62 a Reverse Mortgage for Home Purchase. Plus, it's a mortgage with no monthly principal and interest payments for as long as they live in the home! *Imagine* telling a senior citizen they can afford the home of their dreams even though they just sold their previous home for much less than anticipated! *Imagine* credit not always being criteria for your senior citizen borrowers! *Imagine* becoming qualified to offer this unique product to homebuyers!

Upon completion of this course, REALTORS® will be able to:

- Offer this unique product to homebuyers above the age of 62
- Separate the myths from the reality on this purchase product
- Qualify senior citizen borrowers for this loan
- Explain and understand the monetary investment required
- Explain and understand the built-in FHA safeguards for senior citizen borrowers
- Explore the ethical and moral implications of offering or not offering this product

Instructor: **Richard SanVicente**, American CE Institute , LLC

Mr. SanVicente entered the mortgage industry in 1979 and has worked for Security One Lending, Bank of America, Security Pacific National Bank, Financial Freedom in Reverse Mortgages. He is on the Board for the Tri-Valley Estate Planners Council and has been appointed to the Advisory Council of Contra Costa County Aging and Adult Services.

3 CE Credits

Date: Thursday, October 4, 2012
Time: 11:00 am—2:00 pm
Location: Bay East Conference Center
7901 Stoneridge Dr., #121
Pleasanton, CA 94588
925.730.4060

LUNCH INCLUDED

Fees* (please check one):

- Education Advantage - \$8.00
- Bay East REALTORS®/Affiliates - \$8.00
- Non-Bay East REALTORS® - \$20.00
- Non-REALTORS® - \$35.00

*Payment must be included with registration
** Registration is subject to availability

This course is sponsored by
Security One Lending
Course cost through
REALTOR® University online is \$29.99

Name: _____ **NRDS/Member #:** _____

Phone: _____ **Email:** _____

I Authorize \$ _____ to be charged to my Visa MasterCard American Express Discover Check payable to "Bay East"***

Name on Credit Card: _____ **Signature:** _____

Account #: _____ **Exp. Date:** _____

Verification Code (3 digit code on back of card): _____ **Billing Zip Code:** _____ **Fax# 925-730-0246**

****If mailing your payment, please be sure to mail at least 5 business days prior to the class to ensure payment is received on time. If payment is not received by the day of the class, we can not guarantee you will be able to attend.**

Is special assistance required? If so, please describe: _____

CANCELLATION POLICY: If you cancel your registration less than 1 business day before the class or are more than 15 minutes late, your registration fee will not be refunded and registration fees cannot be transferred. Bay East reserves the right to cancel or reschedule courses due to lack of registration. If cancellation occurs Bay East will issue a full refund. In the event of rescheduling, Bay East will send immediate notification and transfer all reservations (including payment) to the new date.

Consent and Release: The Bay East Association of REALTORS® will be conducting video recording and still photography of meetings, sessions, and events during this event for use in connection with future educational, promotional, and marketing activities of the Association in any medium now known or created in the future. Your participation in these events constitutes your consent to the video recording and still photography of the event and your release of the Association from any claims related to the Association's use, reproduction, or distribution of your name, likeness, image, voice and/or appearance.

The views expressed in class are those of the Speaker/Instructor and do not necessarily reflect the views of the Bay East Association of REALTORS®. Any photos taken during the course of the event may be used for future advertising or posted on social media. If you do not wish your photo to be published, please inform the Association.

Mail to Bay East, 7901 Stoneridge Dr. #150, Pleasanton, CA 94588 or Fax to (925) 730-0246