



COMPLIMENTARY
LUNCH & LEARN

WHEN

Thursday, July 9

11:00 AM · Lunch provided

WHERE

Heritage Title Training Room
2500 Bee Caves Rd, Bldg 3, Ste 110
Austin, TX 78746

Know the Numbers, *Empower Quicker Decisions.*

The basic figures behind every transaction and how to use them to turn a client's hesitation into a confident, faster *yes*.

WHAT WE'LL COVER

01

THE FUNDAMENTALS

- Convert clients to quicker decisions
- The basic numbers clients always ask
- Cost per thousand, made simple

02

THE TRUE COST

- Understanding closing costs
- The fundamentals of seller concessions

03

READING THE FINE PRINT

- Understanding the Lender's CD
- Property tax analysis for financing



YOUR INSTRUCTOR

Atif Ahmad

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