

Top 10 Reasons People Don't Pass Their Designation Test

1. Not prorating correctly – (Interest, Taxes, HOA, Etc.)
 - a. To VS Thru – What is the difference?
 - b. Who to Charge and Credit
 - c. Counting Days Correctly
2. Not carefully reading the contract and instructions
3. Not knowing the vocabulary words
4. Not attempting to answer questions- leaving blanks
5. Not studying the Escrow I book
6. Not knowing how to complete documents
7. Not going with their first instinct – learning not to change answers
8. Not knowing how to work up various types of problems
 - a. ASSUMPTIONS
 - b. CARRYBACKS
 - c. WRAPS
 - d. DEFERRED COMMISSIONS
 - e. EXCHANGE(ABOVE BASED ON CATEGORY TESTING FOR)
9. Not asking for help preparing for the test
10. Freezing up - Panicking