

March 25, 2010 (9:00 – 4:00)

\$50 (earlybird rate)

\$175 application fee - WAIVED



SHORT SALES AND FORECLOSURE RESOURCE CERTIFICATION

Seller Solutions · Buyer Opportunities · Real Estate Recovery

As many agents can attest, your ability to close short sales and foreclosures depends in part on your confidence in seeing these transactions through. Begin building your confidence today with SFR!



Certification Requirements:



1. Be a member in good standing with the National Association of REALTORS®
2. Take and pass the one-day Short Sales and Foreclosures course either offered by REBAC (which is this class) or the Short Sale course offered by CRS
3. View three one-hour Webinars on related short sale and foreclosure topics

For many real estate professionals, short sales and foreclosures are the new “traditional” real estate transaction. Knowing how to help sellers maneuver the complexities of short sales as well as help buyers pursue distressed property opportunities are not merely good skills to have in today’s market—they are critical. And while short sales and foreclosures are not for the faint of heart, agents with the proper tools and training can use these specialty areas to build their business for the long term.

Designed for real estate professionals at all experience levels, this one-day course provides a framework for understanding how to:

- Direct sellers to finance, tax, and legal professionals
- Qualify sellers for short sales
- Develop a short-sale package
- Negotiate with lenders
- Tap into buyer demand
- Safeguard commission
- Limit risk
- Protect Buyers

Instructor: John Wenner

c/e: 6-legal issues

Location: The Property Conference Center, 1251 E. Gila Bend Hwy., Casa Grande

Registration: www.regonline.com/sfrwp

(earlybird rate valid until one week prior to the class)