



## NAR's Short Sales and Foreclosures: What Buyer's Representatives Need to Know

This course meets the elective requirement for the ABR® Designation and also counts towards the Short Sales and Foreclosure Resource (SFR) Certification

For many real estate professionals, short sales and foreclosures represent the new traditional real estate transaction. Knowing how to maneuver the complexities of short sales as well as how to identify the distinct real estate opportunities in foreclosure are not merely good skills to have in today's market, they are critical.

This course will teach you how to:

- Evaluate all available options for distressed homeowners and identify the components of an effective short-sale package.

- Learn how real estate professionals can counsel buyer-clients in the purchase of foreclosure properties.

- Discover how consumers can avoid foreclosure in the future.

- Direct distressed sellers to finance, tax, and legal professionals

- Develop a short-sale package

- Negotiate with lenders

- Tap into buyer demand

- Safeguard your commission

- Limit risk and protect buyers

*This is the ONLY Short Sale certification course recognized by NAR.*

To receive the SFR Certification, you must complete the one day core course and successfully pass the exam, as well as view three 1-hour Webinars, and submit completed application (~~\$175 application fee~~ WAIVED). For more information, visit <http://realtorsfr.org>

NAR's Short Sales and Foreclosures Course also meets the elective course requirement for the ABR® Designation awarded by the Real Estate Buyers Agent Council (REBAC). For more information about the ABR® Designation, visit

<http://www.car.org/education/designations/abr/>

For more information on the ABR® designation including designation requirements, please visit

<http://www.car.org/education/designations/abr/>

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**INSTRUCTOR:** Ginni Field, CAR Approved Instructor

**DATE:** March 05, 2010      **TIME:** 8:00 A.M. – 4:30 P.M.

**LOCATION:** 124 S Isabel Street, Glendale, CA 91205

**PRICE:** \$105.00 GAOR Members / \$115.00 Non-GAOR Members *(30 attendees required to confirm class/instructor)*

**TO ENROLL:** Call (818) 241-2184



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