

A NEW DESIGNATION FOR \$100 AND 8 HOURS OF YOUR TIME!!



Short Sale and Foreclosure Resource 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 foreclosures are not merely good skills to have in today's market, they are critical. This course helps students evaluate all available options for distressed homeowners and identify the components of an effective short-sale package. This course looks at how real estate professionals can counsel buyer-clients in the purchase of foreclosure properties. And as a practical resource, this course show students how consumers can avoid foreclosures in the future.

This course is the ABR elective course you must take, along with the ABR 2 day course to receive your ABR designation.

BUT BETTER THAN THAT—

it also provides you with the **Short Sale & Foreclosure Resource Designation.**

In order to receive this designation you must:

1. Be a member in good standing of the National Association of REALTORS®
2. Complete this course.
3. View three 1 hour Webinars available free of charge.
4. Submit application – The \$175 application fee is being waived by REBAC during the month of March.

Friday, March 12, 2010 from 8:30 a.m. – 5:00 p.m.

Instructor: Ruth Finnell

Members \$100

8 Hours c.e.credit = TN 7 Hours c.e. credit = GA