

Complete all of the requirements prior to 3-31-10 and NAR will waive the \$175.00 "one time" application fee!

This is the ONLY Short-Sale certification course recognized by NAR!

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 helps students evaluate all available options for distressed homeowners and identify the components of an effective short-sale package. This course also looks at how real estate professionals can counsel buyer-clients in the purchase of foreclosure properties.

- ✓ Module 1: Homeowners in Jeopardy
- ✓ Module 2: Options For Distressed Homeowners
- ✓ Module 3: Anatomy of a Short Sale
- ✓ Module 4: The Short Sale Package
- ✓ Module 5: Foreclosed & REO Properties
- ✓ Module 6: Finding Distressed Property Opportunities



Date: March 11, 2010

Time: 9:00 am – 4:30 pm

Cost: \$99.00

Location: Santa Barbara

Assoc. of REALTORS®

1415 Chapala St.

Santa Barbara, CA 93101

Register online at:

www.coachingtoexcellence.com/sfr

- Attend the one day class and pass the 30 question, multiple choice, closed book exam. ***You must be a current member of NAR & bring your nine digit NRDS number to class with you!***
- Listen to 3 one hour webinars (no fee). Webinars are available at www.realtorsfr.org
- Complete the SFR membership form & pay the "one time" application fee of \$175.00. ***This fee is waived if you complete all requirements prior to 3-31-2010.***

This course is also an elective for the Accredited Buyers Representative (ABR) designation.



Course Provider: Coaching To Excellence
Instructor: Debbie Rodgers
ABR, ABRM, CRB, GREEN, GRI, e-PRO, PMN, SFR, SRES
2007 Distinguished SRES® & NAR Hall of Fame Instructor

