



Learn the ins and outs of foreclosures

Serve your buyers' interests by taking the Short Sales and Foreclosures: What Buyer's Representatives Need to Know Course.

TAKE THE COURSE!

Date: Tuesday, March 2, 2010
Time: 8:30 a.m. to 5:00 p.m.

Location: West San Gabriel Valley Association of REALTORS®
1039 E. Valley Blvd. #205B
San Gabriel Ca. 91776

Phone: 626-288-6212 (info)
Instructor: Joe C. Ramos, GRI, SRES
Master Instructor, Real Estate Coach and Trainer
Register: Fill out the info below and return this sheet plus your check made out to WSGVAR for \$99.00. Return to 1039 E. Valley Blvd. #205B, San Gabriel, CA 91776

NAME: _____

MEMBER # _____

Price: \$99.00 payable to WSGVAR



www.car.org/education | education@car.org | 213-739-8241

Introducing NAR's Newest Certification!

According to National Association of REALTORS® (NAR) data, nearly one-third of all existing homes sold recently were either short sales or foreclosures. To help REALTORS® meet the needs of home buyers and sellers who need these services, NAR has launched a new **Short Sales and Foreclosure Resource (SFR) Certification**.

The SFR Certification will give you a framework for understanding how to:

- Direct distressed 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 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). 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/>