

Short Sale and Foreclosure Resource Certification

Seller Solutions · Buyer Opportunities · Real Estate Recovery

Wednesday, October 20, 2010

Where: **Middle Georgia Association of REALTORS®**

3263 Vineville Avenue, Macon GA 31204

Phone: 478-471-7336 Email: info@mgar.org

Instructor: Frank Mears

Benefits of taking the Short Sale and Foreclosure Resource Certification (which can be counted as the ABR elective course):

- o Education in classroom and online formats that fit your schedule and wallet
- o Electronic toolkit with practical forms and worksheets
- o Free Webinars that you can download anytime, anywhere
- o Access to SFR logo and marketing materials
- o Differentiation as an SFR at www.realtor.com
- o Online networking with your peers

A Few Course Highlights:.

- o Understanding the process for foreclosure and how it occurs
- o Counseling buyer-clients to help them avoid foreclosure proceedings
- o Tapping into the foreclosure market for the benefit of your business and buyer-clients
- o Performing a needs assessment for a buyer-client considering a foreclosure property
- o Integrating foreclosure property opportunities into your current business
- o Working with bank-owned real estate (REO) in pre and post foreclosures

To earn the certification, Realtors® must complete and pass the Short Sales and Foreclosure class, as well as completing three one-hour Webinars at no charge. Applicants will need to complete an online application and submit it along with a \$175.00 application fee to SFR@realtors.org.

Elective Class is approved for 6 hours Georgia Continuing Education Credit

This course is eligible for a Scholarship funded by the Georgia Association of REALTORS®. To obtain further information and application call GAR at 770-451-1831 or log on to www.garealtor.com

Short Sale and Foreclosure Certification Class - \$99 (\$125 day of class)

CLASS TIME- 9:00 AM - 4:30 PM

No refunds once registered-No transfers

Please write name exactly as it appears on R. E. license.

YOUR NAME _____ R.E. LICENSE # _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

WORK PHONE _____ HOME PHONE _____

E-MAIL _____

CHECK # _____ CASH _____ AMOUNT OF PAYMENT _____

SIGNATURE _____ DATE _____

No registration is accepted without payment.

Make Check payable to: MGAR - 3263 Vineville Avenue, Mason GA 31204

Register online: www.mgar.org

Phone: 478-471-7336

Fax: 478-471-0344

E-mail: info@mgar.org