

*You must complete all of the requirements and pay the \$175.00 "one time" application fee in order to earn the certification!*

**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: Counseling Sellers
- ✓ Module 3: Counseling Buyers
- ✓ Module 4: An Effective Short Sale Package
- ✓ Module 5: Foreclosed & REO Properties
- ✓ Material will include info on HARP, HAMP & HAFA



**Date: Dec. 7, 2010**

**Time: 9:00 am – 4:30 pm**

**Cost: \$99.00**

**Location: California Desert**

**Assoc. of REALTORS®**

**44475 Monterey Ave.**

**Palm Desert, CA 92260**

**Register online at:**

[www.coachingtoexcellence.com/sfr](http://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](http://www.realtorsfr.org)
- Complete the SFR membership form & pay the "one time" application fee of \$175.00 once you have listened to the webinars. Students will then receive access to a private "members only" web site, marketing materials, research etc.

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® Instructor & NAR Hall of Fame Instructor

