



**Southern California CRS Chapter and California Desert Association of REALTORS® Presents CRS 111 to obtain the [National Association of REALTORS® \(NAR\)](#) New Short Sales and Foreclosure Resource certification, or SFR**  
**Be the first to become certified by NAR**



Designed for real estate professionals at all experience levels, the [National Association of REALTORS® \(NAR\)](#) Short Sales and Foreclosure Resource certification, or SFR for short, gives you a road map 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
- Protect buyers

As many agents can attest, your ability to close short sales and foreclosures depends in part on your confidence in seeing these transactions through. Begin [building your confidence](#) today with SFR!

1. **Complete- CRS 111: Short Sales and Foreclosures: Protecting Your Clients' Interests**
2. **Complete three 1-hour Webinars available free of charge from NAR**
3. **Submit SFR Certification application.**

**March 8, 2010 - 8:30 AM to 4:30 PM**  
**California Desert Association of REALTORS®**  
**44475 Monterey Ave, Palm Desert, CA 92260-2710**  
**COST ~~\$149(regular price)~~ \$99 special**

Name: \_\_\_\_\_ Email: \_\_\_\_\_

Company: \_\_\_\_\_ Telephone: \_\_\_\_\_

Address: \_\_\_\_\_

Visa/MC #: \_\_\_\_\_ Exp: \_\_\_\_\_

Signature: \_\_\_\_\_

For charge orders, fax this form to (760)568-3779 or mail this form and check to California Desert Association, Education, 44475 Monterey Ave, Palm Desert, CA 92260. Questions? Call (760)346-5637 or email [joy@cdaronline.com](mailto:joy@cdaronline.com)

**Class Admittance Policy on all Southern California CRS Sponsored Classes and Meetings:**  
**Your confirmation will be emailed and serves as your receipt. Without record of your payment, attendee will be required to pay with either check or credit card on the day of the event prior to admittance to the class/meeting. If payment is later verified, attendee will receive a refund. No unpaid guests will be admitted.**