



EL DORADO COUNTY ASSOCIATION OF REALTORS®



INTERACTIVE VIDEO EDUCATION

NAR'S SHORT SALES AND FORECLOSURES

What Buyer's Representatives Need to Know

This course counts towards earning NAR's Short Sales and Foreclosure Resource certification (SFR) as well as one REBAC elective course to be applied towards the ABR® designation.

Short Sales & Foreclosures - What Buyer's Representatives Need to Know

**Join us at EDCAR on Thursday Sept. 2nd
8:30am - 5:00pm**

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 will teach you how to:

- Evaluate all available options for distressed homeowners and identify the components of an effective short-sale package.
- Learn how real estate professionals can counsel buyer-clients in the purchase of foreclosure properties.
- Discover how consumers can avoid foreclosure in the future.

\$95 FOR MEMBERS - \$105 FOR NON-MEMBERS

RESERVATION FORM: PLEASE RETURN WITH YOUR PAYMENT

CONTACT NAME: _____

COMPANY: _____ PHONE NUMBER _____

E-MAIL: _____

ATTENDEES (other than Contact Person): _____

Please find check enclosed for the amount of \$ _____

Please charge my Credit card for the amount of \$ _____

CIRCLE ONE: VISA, MASTERCARD, DISCOVER, AMEX # _____

Billing Address for card: _____

Exp. Date _____ SIGNATURE _____

Return Reservations *with Payment* to EDCAR Office at 4096 Mother Lode Drive, Shingle Springs, CA or
mail to P.O. Box 627, Shingle Springs CA 95682 or
FAX Credit Card Reservations to 530.676.0180