



## NAR's Short Sales and Foreclosures: What Buyer's Representatives Need to Know

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**.

**Earn this certification before March 31, 2010 and NAR will waive the 3 webinars and application fee (\$175 value).** 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

*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 (available free of charge), and submit completed application (\$175 application fee waived through March 31, 2010).*

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/>

**INSTRUCTOR:** Joe Ramos

**DATE:** Wednesday, February 10, 2010

**TIME:** 8:30 a.m. to 5:00 p.m.

**LOCATION:** Southwest Los Angeles Association of REALTORS®  
4437 W. Slauson Avenue, Los Angeles, CA 90043  
Phone: 323-299-6781

**PRICE:** \$85      **Space is Limited! Sign Up today**

**TO ENROLL:** <http://takeaction.realtoractioncenter.com/ct/hpSGh091XLMp/>

This course will be offered through C.A.R. Education's new distance learning video conference program, Face2Face™. Face2Face™ delivers dynamic, interactive training to REALTORS® at your local Association. The visual content will be streamed via a live video feed to your local Association in real-time to allow every member to see and hear the same thing at the same time for the ultimate hands-on experience!