

*This is the **ONLY** Short-Sale certification course
recognized by NAR!*

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

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: Components of an Effective Short Sale Package
- ✓ Module 5: Foreclosed & REO Properties
- ✓ California State Laws & Resources



Date: Sept. 6, 2011

Time: 9:00 am – 4:30 pm

Cost: \$99.00

**Location: Southwest Los Angeles
Assoc. of REALTORS®
4437 W. Slauson Ave.
Los Angeles, CA 90043**

Register online at:

<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 NAR membership number to class with you!**
- Listen to 3 one hour webinars (no fee). Webinars are available at:
<http://www.realtorsfr.org/webinars.html>.
- Complete the SFR membership form & pay the "one time" application fee of \$175.00 once you have listened to the webinars. Once approved, you will then have access to a proprietary website, marketing materials, logo 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, RSPS, SFR, SRES
2007 Distinguished SRES® & NAR Hall of Fame Instructor

