

MERCER COUNTY ASSOCIATION OF REALTORS® &
in association with
The National Association of REALTORS®
Continue Education Course 7 Elective Credits

"Short Sales and Foreclosures—What Real Estate Professionals Need to Know"
This class enables you to qualify for
the NEW NAR Short Sale & Foreclosure Resource (SFR) Certification**

DATE: Wednesday, February 29th
LOCATION: MCAR, 1428 Brunswick Ave, Trenton
TIME: 8:30 am - 4:30pm
TUITION: \$ 99 - Realtor Members
\$125 - Non - Realtor - Members



****If you choose to get the SFR Certification, the cost is \$175 with the application**

****Must complete the "3" FREE Webinars (available 24/7)**

****There is no time limit to apply for the certification and no other membership fees**

****Access to 24/7 online networking, ongoing free webinars, logo & marketing materials**

**** Certification only for Realtor Members**

SFR Certification course educates you about the processes and procedures for short sales and foreclosures. The course enables students to:

1. Differentiate between short sales and foreclosures.
2. Explain the process of a successful short sale transaction.
3. Identify the components of a short sale or foreclosed properties.
4. Counsel buyers on how to prevent short sales and foreclosures.

MODULES:

- Homeowners in Jeopardy
- Options for Distressed Homeowners
- Anatomy of a Short Sale
- The Short Sale Package
- Foreclosed and REO Properties
- Finding Distressed Property Opportunities



presented by
Barbara Wolff
ABR, SRES, SFR, ITI, BA,

Register by faxing registration to 609-394-3939
NO REFUNDS - ONLY CREDIT

Mail to MCAR, 1428 Brunswick Ave, Trenton NJ 08638 Questions? Call 609-392-3666

Name: _____ **E-mail:** _____

Office: _____ **Phone:** _____

Credit Card #: _____ **Exp.:** __ / __ **Check #:** _____
(payable to MCAR)