

MERCER COUNTY ASSOCIATION OF REALTORS®

in association with

The National Association of REALTORS®

Continue Education Course 7 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: Monday, December 12th, 2011
LOCATION: MCAR, 1428 Brunswick Ave, Trenton
TIME: 8:30 am - 4:30pm
TUITION: \$ 99 - 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

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

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)