

MERCER COUNTY ASSOCIATION OF REALTORS®

in association with

The National Association of REALTORS®

Continuing Education Course - 6 Elective Credits

Counts as one REBAC elective course to be applied towards the ABR® designation

"Short Sales and Foreclosures—What Real Estate Professionals Need to Know"

DATE: **WEDNESDAY, MARCH 8th**
LOCATION: MCAR, 1428 Brunswick Ave, Trenton
TIME: 9:00 am - 4:30pm
FEE: \$ 99 - Realtor Members
\$125 - Non - Realtor - Members
INSTRUCTOR: Eileen Cahill, ABR, CRS, SRES, SRS, , SFR, CDPE,

- **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

This course looks at how real estate professionals can counsel buyer-clients in the purchase of foreclosure properties. And as a practical resource, this course shows students how consumers can avoid foreclosure in the future.

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



**REGISTER
NOW**

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Register by faxing registration to 609-394-3939 or email to akagan@mercerrealtors.com

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)

SIGNATURE _____

*****NO REFUNDS — ONLY CREDIT*****