

Short Sales & Foreclosures

NAR Certification



Location:

SDAR'S KEARNY MESA SERVICE CENTER

4845 Ronson Court, San Diego, CA 92111

REGISTER: www.SDAR.com/education

Instructor:

GINNI FIELD, ABR, CRB, GRI, SRES, SFR

Also...

Be sure to see the back of this form for...



PREPAID
Professional Development PASS

SINGLE SESSION

Wednesday, August 7

8:30 am - 5:00 pm

For many real estate professionals, short sales and foreclosures are the new "traditional" real estate transaction. Knowing how to help sellers maneuver the complexities of short sales as well as help buyers pursue short sale and foreclosure opportunities aren't merely good skills to have in today's market – *they are critical!*

TOPICS COVERED

- Identify components of an effective short-sale package
- Learn the steps in listing REO properties
- Evaluate available options for distressed homeowners
- Understand why short sales fail
- Differentiate judicial from non-judicial foreclosure
- Understand the steps of the foreclosure process

IMPORTANT NOTE: Application, fees & additional courses required to obtain certification. Visit www.realtorsfr.org for details.

DRE Credit: 8 Consumer Protection
DRE Sponsor #: 0282

\$84.15

REALTOR® Plus

\$99

SDAR MEMBERS

\$149

ALL OTHERS



CONTACT INFORMATION

NAME

PHONE ()

ADDRESS

☐ HOME
☐ OFFICE

CITY/STATE

ZIP

PAYMENT INFORMATION

\$

☐ CHECK ☐ VISA ☐ M/C ☐ DISCOVER ☐ AMEX EXP. DATE AMOUNT

SIGNATURE

By signing, you are confirming that you have read, understand, and agree with our cancellation policy (at right)

MEMBER #



RETURN TO:

Greater San Diego Association of REALTORS®
4845 Ronson Court, San Diego, CA 92111
Membership@sdar.com

Fax: (858) 715-8088 | Phone: (858) 715-8040

Cancellation Policy: Reservations for programs requiring payment will not be processed until payment is received. If you must cancel your reservation, a full refund will be issued if cancellation is received, in writing, three (3) business days prior. SDAR reserves the right to cancel or reschedule any program. If cancellation occurs, SDAR will issue a full refund. In the event of rescheduling, SDAR will send immediate notification and transfer all reservations (including payments) to the new date. **DRE Credit:** Identification is required to receive credit. Type of identification accepted: Current CA Driver's license, CVC 13000 ID, other ID less than 5 years old including photo, description, signature and identification number. To receive DRE credit for this course, you must pass the exam with a minimum of 70 % correct. A minimum of 90% attendance is required to receive credit.