

CERTIFICATION / DESIGNATION

Short Sales & Foreclosure Resource

NAR Certification

COURSES

SDAR'S KEARNY MESA SERVICE CENTER

4845 Ronson Court
San Diego, CA 92111



Instructor:
ALAN SAPPENFIELD
SFR, ABR, ABRM, PMN, SRES, AWH, CRB

Sappenfield is broker/owner of a real estate brokerage and has his own brokerage consulting firm. He developed his teaching skills in the U.S. Navy and now teaches for the institutes, societies, and councils of the National Association of REALTORS®. He is pleased to share his knowledge and experience to help REALTORS® better serve their clients.

This Course Qualifies for Your



See Back Side

SINGLE SESSION

Thursday, February 20, 2014
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 to obtain certification. Visit www.realtorsfr.org for details.

REGISTER: www.SDAR.com/education

CONTACT INFORMATION

NAME _____ PHONE () _____

ADDRESS _____ ☐ HOME ☐ OFFICE

CITY/STATE/ZIP _____ E-MAIL _____

PAYMENT INFORMATION

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☐ 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 below.

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. **CalBRE 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 CalBRE 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.

\$84.15
REALTOR® Plus

\$99
SDAR MEMBERS

\$149
ALL OTHERS

CLASS ID:
140220SS

MEMBER # _____



RETURN TO:

Greater San Diego Association of REALTORS®
4845 Ronson Court, San Diego, CA 92111
Education@sdar.com
Fax: (858) 715-8088 | Phone: (858) 715-8040



GREATER SAN DIEGO ASSOCIATION OF REALTORS®
The Trusted Voice of San Diego Real Estate



SAVE ON CLASSES ALL YEAR LONG!

Benefit from a Flat Rate for Education

Agent Essentials

Kick-start your real estate career! This program is perfect for new and seasoned agents to sharpen their skills.

- Includes 5 agent classes (\$200 value)
- Learn the fundamentals of:
 - Business Planning & Goal Setting
 - Building a Successful Business Model
 - Real Estate Sales Techniques
 - Effective Communication
 - Escrow, Title and Lending

SDAR Members: \$150 Save \$50
Non Members: \$250 Save \$25

Continuing Education

Are you up for license renewal? Earn all of the continuing education (CE) units you need.

- Attend our Spring or Fall Extravaganza's (\$200 value)
-Earn 45 CE units in 5 days!
- Free featured monthly class (\$300 value)
- Includes 26 classes
- Earn up to 57 CE units

SDAR Members: \$250 Save \$250
Non Members: \$500 Save \$250

Risk Management Specialist

Consumers want fast, easy transactions and contracts can take time and get messy.

Protect yourself and your transactions by becoming a Risk Management Specialist.

- Includes 22 classes, such as:
 - Conquering Contracts
 - When in Doubt... Disclose, Disclose, Disclose!
 - 26 Ways to Avoid Lawsuits
- Earn up to 49 CE Units

SDAR Members: \$700 Save \$470
Non Members: \$1,000 Save \$605

Designations & Certifications

Earn any of the following designations or certifications:

- ABR- Accredited Buyer Representative
- CID- Certified Condominium Specialist
- MRP- Military Relocation Specialist
- SRES- Seniors Real Estate Specialist
- SRS- Seller Representative Specialist
- SFR- Short Sale & Foreclosure Resource
- Earn up to 52 CE units

SDAR Members: \$1,000 Save \$265
Non Members: \$1,300

☐ **Yes, sign me up for the Prepaid Professional Development Pass**

Choose Your Pass:

☐ **Agent Essentials**

☐ **Continuing Education**

☐ **Risk Management Specialist**

☐ **Designations & Certifications**

Name: _____ Member #: _____ Phone: _____

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Disclaimer: Not all classes qualify. Check with member services for class eligibility. Please note: some CE units are pending approval.