

Short Sales & Foreclosures

8am - 4pm, July 1st at the Scottish Rite Conference Room

4090 Commercial St. SE, Salem OR

Registration begins at 8am, class begins at 8:30am

***Early Registration Special* Only \$120 per ticket until May 30th!**

Working with buyers and sellers of distressed properties can be frustrating and time consuming, but also rewarding. The Short Sales and Foreclosures course provides REALTORS® with practical approaches to the pre-foreclosure and foreclosure processes that will result in the successful disposition of these properties. The course explains the intricacies of the short sale and foreclosure processes, as well as the roles of lenders, sellers, buyers and cooperating agents involved. Dialogues and systems for working with financial institutions and other owners of REO properties are also provided.

In this course you will learn how to:

- Give competent advice and counsel to homeowners who are in danger of losing their home
- Negotiate successfully with financial institutions and other owners of REO properties
- Sell and list REO and short sale properties
- Help clients maintain possession of the homes by creating "short sales" on qualified properties that will lead to the successful sale of those properties



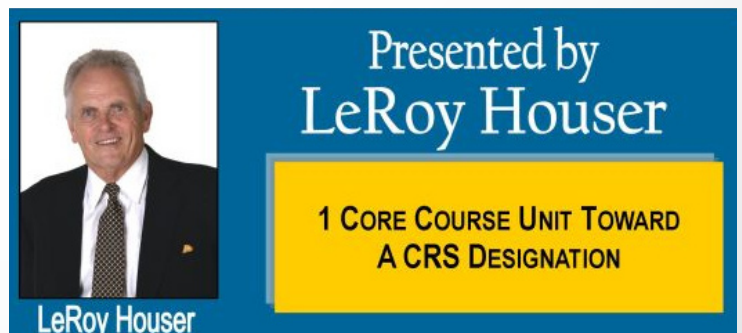
Take The First Step To Becoming *SFR Certified!

**SFR is an NAR recognized designation*

- To register, contact SalemCRS111@gmail.com
- Lunch will be catered by Cafe K.I.S.
\$8 in advance, \$10 at the door
- Ticket prices:
\$120 until May 30th
\$149 starting June 1st

Sponsored by:  **Prudential**

Real Estate
Professionals



Presented by
LeRoy Houser

1 CORE COURSE UNIT TOWARD
A CRS DESIGNATION

LeRoy Houser

Seating Is Limited, Register By June 25th!