

Middlesex County Chapter Women's Council of Realtors

in association with

The National Association of REALTORS®

proudly presents the course

"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, March 21, 2011
LOCATION: REMN 499 Thornall St.-2nd. Fl. Edison, NJ 08837
TIME: 9am - 5pm
TUITION: \$ 99 - members
\$125 - non-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,

To Register Please call Kathleen Morin @ 732-763-7688
Limited Seating, First come First serve

This event is sponsored by Peter E. Vitabile, Mortgage Banker
Real Estate Mortgage Network, Inc.

Lunch will be provided

(payable to WCR @ Door)