

Women's Council of REALTORS®

HOW LONG WILL THE DISTRESSED MARKET BE WITH US?

WHAT: Business Resource Meeting
Monmouth County Chapter

WHERE: Sheraton - 6 Industrial Way, Eatontown, NJ

WHEN: Wednesday, February 15, 2012

TIME: 5:30 pm - 8:30pm
(Dinner served at 6pm)

Register Online at:

<http://wcrfebruary2012.eventbrite.com>

Or Contact

Karolyn Wray

Broker/Office Manager

Prudential Zack Shore Properties

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Email: kwray@pruzack.com



About Kevin Uniglicht

Kevin is a life long resident of New Jersey and has been residing in Monmouth County since 2004. Kevin owns and operates a General Practice Law Firm in Freehold Borough, representing clients throughout the State of New Jersey. Since opening his Law Firm in 2009, Kevin has focused primarily on representing sellers, buyers and investors in residential and commercial real estate transactions. More specifically, Kevin and his exceptional team of paralegals have been successfully closing numerous short sales on a monthly basis. Kevin's team has developed an efficient system to quickly move files through the short sale process.

Prior to entering the private sector, Kevin was sworn in as a Deputy Attorney General with the State of New Jersey. As a Deputy, Kevin represented the Citizens our State and the Department of Environmental Protection with respect to environmental and property development issues.

All attendees get one entry into our Annual iPad Drawing. Congratulations to Deb Ross - WINNER of our 2011 Drawing!

DON'T FALL SHORT **HOW TO EFFECTIVELY CLOSE YOUR SHORT SALES**

An Interactive Journey Through the Short Sale Process.....

Please join Kevin through a ride through the short sale process like never before! Unlike years ago, the term "short sale" is now a household name. Unfortunately, many experts report that short sales will make up more than 50% of our residential sales. This interactive journey through the short sale process will result in more listings, better working relationships with your clients' lenders, more efficient and quicker closings, and higher commissions in your pockets.

PROGRAM OVERVIEW

- ◆ How to Get the Short Sale Listing
- ◆ What are Your Short Sale Clients Saying About You?
- ◆ Knowing When to Start the Short Sale Process
- ◆ Dealing With Bankruptcy Clients
- ◆ Understanding Tax and Deficiency Issues
- ◆ Building Bridges with The Banks
- ◆ Securing Your Commissions
- ◆ Getting to the Closing Table



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