

LIVE COURSE ONLY

WSGVR

1039 E. Valley Blvd., #205B
San Gabriel, CA 91776

Tuesday, June 28, 2022 | 9AM to 5PM

Short Sales and Foreclosures:

What Real Estate Professionals Need to Know

NAR's Short Sales and Foreclosure Resource (SFR®) Certification focuses on both the buyer and seller sides of distressed property transactions.

Knowing how to help sellers maneuver the complexities of short sales, as well as help buyers to pursue short sale and foreclosure opportunities, are not merely good skills to have in today's market—they are critical.

Designed for real estate professionals at all experience levels, this course give you a framework for understanding how to:

- Direct distressed sellers to finance, tax & legal professionals
- Qualify sellers for short sales
- Develop a short sale package
- Tap into buyer demand
- Protect buyers
- Safeguard your commission

This course qualifies as an elective course for the Accredited Buyer's Representative (ABR®) designation offered by the Real Estate Buyer's Agent Council (REBAC). For information on earning the ABR® designation go to REBAC.net.

REGISTER NOW!*

<https://tinyurl.com/mutsu4ax>

*HDAOR Members: Please register with HDAOR.
760-244-8841 or email: Valerie@hdaor.com



COURSE FEES:

Pre-Register:

- \$89 WSGVR & HDAOR Members
- \$99 Non-Members
- \$25 Refresher (Certification will be verified)

At the Door:

- \$105 the day of the class for ALL attendees who did not pre-register.

A continental breakfast and lunch will be provided.

Cancellation Policy:

- If registered through WSGVR, cancellations within 7 days before the event will result in a \$10 cancellation fee.
- If registered through HDAOR, please call 760-244-8841 for details.

How to earn the SFR® Certification:

1. Complete this course.
2. Must be a REALTORS® member and in good standing with the National Association of REALTORS® (NAR)
3. Complete the certification application and pay the one-time application fee of \$175 – there are no annual dues: <https://realtorsfr.org/get-certified/>

For more information on how to earn the SFR® Certification, please visit www.realtorsfr.org/



Instructor: Ginni Field
ABR®, AHWD, CIPS, CRB, C-Rets,
e-PRO®, GRI, HAFA, MRP, RSPS,
SFR®, SRES®, SRS®, RENE