

Short Sales & Foreclosures

What Every Agent Needs to Know!

Sponsored by the Illinois Association of REALTORS[®]

Date & Location:

Friday, February 19, 2010

University Center
 1200 University Center Dr.
 Grayslake, IL 60030
 (College of Lake County)
 8:30am-5:00pm
 (check-in begins at 8:00am)

Cost:

Early Bird (10 days in advance)

\$99 for REALTORS[®]

\$119 for Non-members

To register, send form to:

RANWC- Attn: Education
 1114 N Arlington Heights Rd.
 Arlington Heights, IL 60004
 p: 847/ 506 5030
 f: 847/ 253 8145
 Ramona@RANWC.com

Cancellation Policy:

All cancellation requests must be received in writing. Requests received prior to 48 hours before class = check refund or class credit. A cancellation fee of \$25 will be assessed for all cancellations/refunds made less than 48 hours before the time of class. No refunds will be issued once the class begins, however a student may choose to reschedule for another class at no additional charge.

Do you have any disabilities that require special accommodations? If so, please identify your needs:

For many real estate professionals, short sales and foreclosures represent the new “traditional” real estate transaction. Knowing how to maneuver the complexities of short sales as well as how to identify the distinct real estate opportunities in foreclosure are not merely good skills to have in today’s market—they are critical! This course helps students evaluate all available options for distressed homeowners and identify the components of an effective short-sale package. This course looks at how real estate professionals can counsel buyer-clients in the purchase of foreclosure properties. And as a practical resource, this course shows students how consumers can avoid foreclosure in the future. This nuts and bolts session will give you what you need to know to properly represent both buyers and sellers in a short sale transaction and prepare you as a buyer agent to successfully work with buyers when selling bank owned properties. IAR # 2009-17

Earn Credit for the Short Sale Foreclosure Resource (SFR) Designation!

Instructor: Lori Cox

6 hours of IL Elective CE credit for FI1116, ABR[®] Elective credit, and SFR credit

****Register TODAY! Seating is Limited! Payment MUST accompany registration!****

Short Sales & Foreclosures- February 19, 2010

Name: _____ RANWC ID# _____

Company Name: _____

Phone: _____

Email Address: _____

Early Bird Rate (before 2/09)

___ \$99 REALTORS[®]

___ \$119 for Non-REALTOR[®]

After 2/09

___ \$125 REALTORS[®]

___ \$145 for Non-REALTOR[®]

___ Check payable to “RANWC”

___ Credit Card, please circle one: MasterCard Visa

Credit Card # _____

Exp date: _____

Cardholder Signature: _____

Address: _____

City: _____ State: _____ Zip: _____

*******ALL CONFIRMATIONS WILL BE SENT VIA EMAIL*******