

Are you ready for the challenge this can o' worms will bring?



With short sales and foreclosures representing the new "traditional" real estate transaction, one essential component for success is the Short Sale & Foreclosure Resource Certification, the only course of its kind backed by the National Association of REALTORS®.



Presented by the North Shore Barrington Association of REALTORS® in conjunction with: Illinois Association of REALTORS®, the Real Estate Buyer's Agent Council (REBAC), and the National Association of REALTORS®



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 possess in today's market – **they are critical!** This course is specifically designed to show how practitioners can serve as resources for sellers and buyers in brokerage of distressed properties. Students who successfully complete one day of class and three webinars will earn 6 hours elective continuing education credit, and become eligible for the SFR Certification.

This course helps students evaluate all available options for distressed homeowners, identify the components of an effective short sale package, look at how real estate professionals can counsel buyer-clients in the purchase of foreclosure properties, and as a practical resource, shows students how consumers can avoid foreclosure in the future.

SFR gives 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.

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

October 13th, 2010

8:30am – 5pm

NSBAR Northbrook

450 Skokie Blvd., Bldg. 1200
Northbrook, IL 60062

Instructor: Lori Cox

Tuition: \$99.00 until Oct. 1st
\$115.00 after Oct. 1st

To register:
Contact Rachel Neally

email:
education@nsbar.org

phone:
847-480-7177

online:
www.nsbar.org/events.aspx

fax:
847-480-7362

FI1116 yields 6 hrs elective CE in Illinois

COURSE REGISTRATION FORM

PRINT CLEARLY, illegible registration forms will not be processed

Student Information

NRDS ID#: _____

Name: _____

Company Name: _____

Address: _____

Phone: _____

Email: _____

Payment Information

AMEX DISCOVER MASTER CARD VISA (circle one) CHECK (enclosed)

Credit Card: _____

Expiration Date: ____/____

Credit card billing address: _____

Signature: _____



SFR Certification Course

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1200, Northbrook, IL
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FAX: 847-480-7362