

Short Sales & Foreclosures: What Buyers Need to Know

October 14, 2010 | Southside Virginia



APPROVED for
8 hrs. Real Estate Related
Continuing Education
8 hrs. Elective Post-Licensure Credit
All education credits will be processed by
the Dulles Area Association of REALTORS®



Brought to you by your local association and the Virginia Association of REALTORS®

Take a step towards SFR certification and better serve your clients' interests...

Knowing how to maneuver the complexities of short sales as well as how to identify the distinct real estate opportunities in foreclosures are critical skills to have in today's market. 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 foreclosures in the future.

What is SFR Certification?



The Short Sales and Foreclosure Resource certification, SFR, gives NAR members a framework for understanding how to

- Direct distressed sellers to finance, tax, and legal professionals
- Qualify sellers for short sales and develop an effective short sales package
- Negotiate with lenders
- And much more

The SFR Certification is comprehensive, affordable, and gives you a competitive edge when handling short sales and foreclosure transactions.

Schedule/Registration Information

Date	Location	To Register
Thursday, October 14 8 a.m.– 5 p.m.	Southside Virginia HQ 114 Maple Grove Ave. Colonial Heights, VA	FAX FORM to (804) 520-4625 \$49 Member \$99 Non-Member

What are the SFR certification requirements?

1. Be an NAR member in good standing
2. Complete a qualifying course. **EITHER** REBAC's Short Sales & Foreclosures (www.CourseCalendar.com) **OR** CRS 111: Short Sales & Foreclosures: Protecting Your Clients' Interests (www.CRS.com)
3. Complete three 1-hour Webinars (available at www.RealtorSFR.org)
4. Download an application at www.RealtorSFR.org.
5. Submit application to SFR@Realtors.org with the \$175 application fee

Find out more about SFR certification at www.RealtorSFR.com.

Registrant Information

NAME _____

FIRM _____

ADDRESS _____

PHONE _____

E-MAIL _____

COURSE PROVIDER INFORMATION

Southside Virginia Association of REALTORS®
114 Maple Grove Ave
Colonial Heights, VA 23834
Phone: (804) 520-4496
Fax: (804) 520-4625
Delores@svarealtors.com

CANCELLATION POLICY

The course provider reserves the right to cancel any scheduled course. If a course is cancelled you will be notified via e-mail, fax, or phone and will be given a full refund. We are not responsible for any expenses incurred by the registrant due to cancellation. Cancellations will be accepted up to 3 days prior to the event. Registration fees will be refunded minus a \$20 administrative fee. No refunds will be given within 3 days of class start. No-shows will be charged the full registration amount. Questions about this policy may be directed to the course provider or VAR at (804) 264-5033 or VARConferences@VARRealtor.com.

Payment Information

METHOD Mastercard Visa

Check payments payable to SVAR.

CREDIT CARD NUMBER _____

SIGNATURE _____ EXP. DATE _____



This course pricing was made possible by a generous NAR grant awarded through the efforts of the Northern Virginia, Prince William, Dulles Area, Greater Piedmont Area, and Fredericksburg Area Associations of REALTORS® in cooperation with the Virginia Association of REALTORS®.