



Short Sale Foreclosure Resource (SFR) Certification



The Real Estate Education Professionals of Michigan, Inc.

Rick Conley, Certified Instructor
A Western Wayne Oakland County Association of REALTORS®
(WWOCAR) sponsored course

Tuesday, March 16, 2010. Sign-in 8:00am – SFR Course until 5:30 pm.

Includes lunch!

Greater Kalamazoo Association of REALTORS®
Michigan Real Estate Academy, 5830 Venture Park Drive, Kalamazoo, MI 49009

For many real estate professionals, short sales and foreclosures are the new “traditional” real estate transaction. Knowing how to help sellers maneuver the complexities of short sales as well as help buyers pursue short sale and foreclosure opportunities are not merely good skills to have in today’s market—they are critical. Agents with the proper tools, training and checklists can use these specialty areas to build their business for the long term. Since 1/3 of all Short Sale listings are doomed to failure, this course will help listing agents and selling agents qualify sellers, buyers and the banks involved for short sales even before the offer is written helping ensure the Short Sale contract will close.

Added Value:

You also get **8 continuing education credits (2 are legal) for the next licensing cycle 2010 – 2012.**

Access to the electronic tool kit (Right Tools / Right Now), SFR Logo, and marketing materials to promote your certification at www.Realtor.org.

Differentiation from other sales agents as a Specialized Short Sale Resource Agent and the SFR will be attached behind your name at NAR online at www.Realtor.com and www.Realtor.org.

Access to an exclusive online networking environment to share ideas and resources with fellow SFR certificate holders.

The core course for the SFR, Short Sales and Foreclosures, is also an elective for the ABR designation. For more information on the program, go to www.RealtorSFR.org.

One of the required three webinars to become certified is included in the course.

To become SFR Certified:

Complete the course and listen to three **FREE Webinars** by March 31, 2010.

One of the Webinars is included in the course.

Pass the 30 question test (included at end of course) with 80%.

Send a completed SFR Application to REBAC.

Waived through March 31, 2010:

NO Webinar fees (some are as much as \$25 or more each);

NO Application fees (normally \$174.00);

NO Royalty fees (typically as much as \$75.00 or more per student).

This is a \$329 value for only \$99! You save \$230 and lunch is on us! Call Greater Kalamazoo Association of REALTORS® at (269) 373-1554 TODAY while seats last!

Limited seating – Don’t delay – Sell out Expected! PRE-REGISTRATION AND PAYMENT REQUIRED!