

The Virginia Peninsula Association of REALTORS® presents...



# Short Sales and Foreclosures: What Buyer's Representatives Need to Know

## Learn the ins and outs of foreclosures

Serve your buyers' interests by taking the Short Sales and Foreclosures: What Buyer's Representatives Need to Know Course.



**Friday,  
September 24, 2010  
8:30 a.m. – 4:30 p.m.  
VPAR Headquarters**

Instructors:  
Brian Lytle &  
Rebecca Grossman

**Cost: \$79.00 Members  
\$89.00 Non-Members**  
(Register by September 1<sup>st</sup> for these special rates. After 9/1 \$99 Members; \$109 Non-Members)

### THE BUZZ. THE BUSTS. THE BUSINESS.

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. Gain a competitive edge with this ABR® one-day elective course.

The Accredited Buyer's Representative Designation:  
How Buyer Loyalty is Earned.

#### BECOME SFR CERTIFIED BY:

- Be a member in good standing with the National Association of REALTORS®
- Complete qualifying core course
- View (3) 1-HR webinars free of charge
- Submit application and applicable fee.

## Short Sales and Foreclosures: What Buyer's Representatives Need to Know

NAME: \_\_\_\_\_ FIRM: \_\_\_\_\_

ADDRESS: \_\_\_\_\_ MEMBER#: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

PHONE: \_\_\_\_\_ E-MAIL: \_\_\_\_\_

Method of Payment: Check \_\_\_\_\_ Visa \_\_\_\_\_ MasterCard \_\_\_\_\_

Credit Card # \_\_\_\_\_ Exp. date \_\_\_\_\_

Signature \_\_\_\_\_

(Your signature indicates acceptance of VPAR registration policy and authorization of credit card charges.)

Real Estate License # \_\_\_\_\_ Exp. date \_\_\_\_\_



PLEASE RETURN TO VPAR AT FAX NUMBER 757-596-3911;

MAIL TO VPAR, 1001 North Campus Parkway, Hampton, VA 23666 or register online at [www.members.vpar.com](http://www.members.vpar.com)

QUESTIONS? CALL 757-599-5222

**\*Cancellations must be received within 48 hours business hours of course to receive a refund.**

**On-site late registration fee is \$115 Members; \$120 Non-Members.**

Please notify us in advance if you have a disability that requires special services.