



Also Earn Credit as ABR Elective with this Course

# Short Sale & Foreclosure NAR Certification

**ADDED BONUS!  
ALSO EARN ABR  
ELECTIVE CREDIT**

**August 9, 2010 • 9:00 am - 4:30 pm  
\$99 Enrollment  
Real Estate School of West Georgia**

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.

The Short Sales and Foreclosure course counts towards earning NAR’s Short Sales and Foreclosure Resource certification as well as one REBAC elective course to be applied towards the ABR® designation.

## Don’t Go It Alone — Choose SFR

Designed for real estate professionals at all experience levels, the National Association of REALTORS® (NAR) Short Sales and Foreclosure Resource certification, or SFR for short, gives you a road map for understanding how to:

- ◆ Counsel sellers facing foreclosure
- ◆ Qualify sellers for short sales
- ◆ Develop a short-sale package
- ◆ Negotiate with lenders
- ◆ Tap into buyer demand
- ◆ Safeguard your commission
- ◆ Limit risk
- ◆ Protect buyers

## How This Certification Benefits You

- ◆ Education in classroom and online formats that fit your schedule and wallet
- ◆ Electronic toolkit with practical forms and worksheets
- ◆ Free Webinars that you can download anytime, anywhere
- ◆ Access to SFR logo and marketing materials
- ◆ Differentiation as an SFR at [www.realtor.com](http://www.realtor.com)
- ◆ Online networking with you peers
- ◆ Qualifies for the elective requirement for the Accredited Buyer Representative Designation (ABR)

## Becoming SFR Certified

The path to pursuing the SFR certification is straightforward. Follow these four steps:

- ◆ Be a member in good standing of the National Association of REALTORS®
- ◆ Complete REBAC’s Short Sales and Foreclosure Course
- ◆ Complete three 1-hour Webinars (Webinars available free of charge at [www.realtorSFR.org](http://www.realtorSFR.org))
- ◆ Submit application (\$175 application fee waived through March 31, 2010.)

## School Facts

The Real Estate School of West Georgia is a service of the West Georgia Board of REALTORS®. GREC School Code: 5633, expiration December 2011.

- ◆ Contact Debbie Dart for more information
- ◆ 8486 Bowden St. - Douglasville, GA
- ◆ 770-949-9966 - Fax 770-949-1903 - [wgbor@earthlink.net](mailto:wgbor@earthlink.net)

## Joe Kennedy, ABR, ASR, CBR, C-CREC



Joe Kennedy, your instructor, has been involved in real estate education since 1977. Through his 28 year career in real estate, he has served as director of several of Georgia’s more prominent real estate education providers. Joe is a Past President of the Georgia Real Estate Educator’s Association, as well as the past Region 5 Vice President of the National Real Estate Educator’s Association. Joe remains active in both his real estate practice and in education. He firmly believes that one must be active in the industry to become not only an effective educator, but an effective mentor.

**ENROLL TODAY.** Space will be reserved upon tuition and application being received.

Mail enrollments to: West Georgia Board of REALTORS® - 8486 Bowden St. - Douglasville, GA 30135 - Fax 770-949-1903

## NAR - Short Sale and Foreclosure Certification • 8-9-2010

R.E. LICENSE NAME \_\_\_\_\_

R.E. LICENSE # \_\_\_\_\_ E-MAIL \_\_\_\_\_

ADDRESS \_\_\_\_\_ CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

PERSONAL PHONE \_\_\_\_\_ WORK PHONE \_\_\_\_\_

VISA  MC  DISC. CARD# \_\_\_\_\_ EXP. DATE \_\_\_\_\_

AMOUNT OF PAYMENT \_\_\_\_\_ SIGNATURE \_\_\_\_\_ DATE \_\_\_\_\_