

Short Sale & Foreclosure Resource

This is the newest certification from the National Association of Realtors®
Offered one time only



Get Certified for Free!*

Comprehensive approach.• NAR's SFR certification is the only one of its kind that focuses on both the buyer **and** seller sides of distressed property transactions.

Affordability.• In today's economy, it's essential for agents to get the training they need-
at a price they can afford. And KCRAR brings this to you free of charge!

Access • To SFR logo and marketing materials

Short Sales and Foreclosures — The New “Traditional” Transaction

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. And while short sales and foreclosures are not for the faint of heart, agents with the proper tools and training can use these specialty areas to build their business for the long term. You'll learn how to qualify sellers, assemble SS packages, negotiate with lenders, tap into buyer demand, safeguard your commission, limit risk and protect buyers.

YOU MUST – DO ALL THREE OF THESE THINGS by March 31st -

1. Complete this CE course on Friday, March 26th, 8:30am to 5:15pm. Location: KCRAR classroom
6 hours of elective CE credit for KS and MO. Register online at www.kcrar.com. CRS credit available, too.
Box Lunch is provided by Continental Title! The instructor is Bruce Aydt, two-time recipient of NAR's Instructor of the Year award!
2. Right NOW: Complete 3 webinars from NAR before March 31st
You can take them any time, free of charge at <http://www.realtorsfr.org/webinars.html>. They are 60 minutes each.
Do it now! You can take these **before** the class so you have time to mail your application before March 31st.
3. Submit your application to NAR before March 31st or there will be a registration fee of \$175 after that.*
This is a charge from the National Association of Realtors®.

Please DO NOT attend if you only want CE hours. Leave this for those who really want this designation!

No shows and/or Cancellations made after March 23rd will be charged \$50.

If class is full this course can be taken online at www.realtor.org for a cost of \$115.00. No CE Credit, but the registration fee of \$175 is still waived until March 31st.

For questions contact Jan Pringle, janp@kcrar.com, 913-266-5904 and visit www.RealtorsSFR.org