

# NORTH CENTRAL JERSEY ASSOCIATION OF REALTORS®

in association with  
The Real Estate Buyer Agent's Council (REBAC)

A ONE-DAY ELECTIVE

## FORECLOSURE COURSE



Real estate foreclosures have been increasing—and will continue to do so as interest rates on adjustable rate mortgages (ARMs) increase. This course looks at the business of foreclosures and shows students how to spot opportunities for their buyer-clients. *Covered topics include:*

What is foreclosure and how does it occur? How the burgeoning foreclosure market can benefit you and your buyer-clients. Non-traditional loan programs. Bank-owned real estate (REOs) (pre & post-foreclosure). Opportunities in pre-foreclosure workouts. Professionals involved in foreclosures. Performing an initial needs assessment for a buyer-client considering a foreclosure property.

**DATE:** *Friday, May 30, 2008*  
**LOCATION:** *(NCJAR) MORRISTOWN*  
**TIME:** *9:00AM — 5:00PM*  
**COST:** *\$155*

**REGISTER  
NOW**

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NOW**

PLEASE PRINT CLEARLY! FAXED COPIES ARE DIFFICULT TO READ!

NAME \_\_\_\_\_ EMAIL \_\_\_\_\_

COMPANY \_\_\_\_\_ PHONE \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_

VISA/MC \_\_\_\_\_ Exp. \_\_\_\_\_

SIGNATURE \_\_\_\_\_

MAKE CHECKS PAYABLE TO "NCJAR" NCJAR, 910 Mt. Kemble Ave, Po Box 2029, Morristown, 07962

**FAX REGISTRATION TO: 973-425-2590**

◆ If you have a disability which will require special services at the course, attach a written description of your needs ◆