



North Central Jersey Association of REALTORS®

One-Day ABR Elective Course



REBAC's Short Sales and Foreclosures Course:

What Real Estate Professionals Need to Know

Friday, September 10, 2010 9:00am—5:00pm

The Dining Room

12 Woodport Road, Sparta, NJ

Direction/Questions: Phone 973-425-0110 or email info@ncjar.com

Seller Solutions · Buyer Opportunities · Real Estate Recovery

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.

BONUS!!

The one-day Short Sales and Foreclosures courses available from REBAC and CRS are approved electives for the Accredited Buyer's Representative (ABR®) and Certified Residential Specialist (CRS) designations respectively.

NCJAR MEMBERS
ONLY \$99.00
Non-Members \$155

Fax Registration: 973-425-2590

NAME: _____ OFFICE: _____

CONTACT NUMBER: _____ EMAIL: _____

VISA/MC _____ Exp _____ Sec _____

SIGNATURE _____ **Total \$** _____

I acknowledge that I understand and authorize the above charges and that, once authorized, there will be no refunds or credits given. A \$35 fee will be charged for returned checks. Make checks payable to "NCJAR" Mail to: NCJAR, 910 Mt. Kemble Ave, Morristown, NJ 07960 Questions or Concerns Call 973-425-0110 or E-mail info@ncjar.com.

