



North San Diego County Association of REALTORS®  
and  
California Association of REALTORS® presents



# C.A.R.'s Education Residential REO Buyer Specialist Training



## Earn Your Certification in Residential REOs!

**Date:** Thursday, April 22, 2010

**Time:** 8:30 am to 4:30 pm

**Location:** QLN Conference Center  
1938 Avenida del Oro  
Oceanside, CA 92056

**Fee:** \$25 REALTORS®  
(Special one-time  
introductory rate!)

\$75 non-member agents

**Instructor:** George Lawrence

With three decades of professional real estate experience, George Lawrence has the experience necessary to help advance today's REALTORS® professionalism and skills. As manager of the U.S. corporate headquarters of an international real estate company with over 1,000 agents in its 8 U.S. offices, he assisted in writing and developing its training course curriculum, offering live classroom instruction, and was employed as vice-president of marketing for a national asset management company before entering the lending industry.

C.A.R. Education is proud to offer a new certified training developed to provide real estate professionals with the knowledge and expertise to effectively package real estate offers to help prospective clients purchase REO properties.

### Benefits of attending the Residential REO Buyer Specialist training program:

- Learn to establish realistic market values for REO properties through a greater understanding of appraisal valuation concepts.
- Understand the requirements and procedures of managing the REO property both at time of the bank's acquisition and during its marketing.
- Utilize a variety of outreach marketing techniques for selling the REO property.
- Learn the requirements in preparation of the purchase contract and completion of the Real Estate Advisory (REO) form.

*This course is Department of Real Estate (DRE) accredited for 6 hours of Continuing Education in Consumer Protection. However, this approval does not constitute an endorsement of the views or opinions which are expressed by the course sponsor, instructor, authors or lecturers. You must attend 90% of the class, achieve a passing score of 70% or higher on exam & have proof of identification to qualify for DRE credits.*

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760-734-3971

Your paid reservation reserves your seat. To Register Fax to (760) 734-3976 or mail to NSDCAR, 906 Sycamore Ave, Ste 104, Vista, CA 92081 or register online [www.nsdcar.com](http://www.nsdcar.com) under education

Name \_\_\_\_\_

NRDS Member # \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

Fee due \$ \_\_\_\_\_  Check Payable to NSDCAR  Credit card (Visa, M/C, AMEX and Discover accepted)

# \_\_\_\_\_ Exp \_\_\_\_\_ Signature \_\_\_\_\_

As a matter of policy, NSDCAR does not endorse or promote the products and services of presenters.  
Cancellation Policy: Refunds issued only if notification is received 3 business days prior to class. NSDCAR reserves the right to cancel or reschedule any program. Walk-ins please call ahead to confirm. Code: 1415