



North San Diego County Association of REALTORS® presents



SFR SHORT SALES AND FORECLOSURE RESOURCE CERTIFICATION

This is the ONLY Short-Sale certification course recognized by NAR!

For many real estate professionals, short sales and foreclosures represent the new “traditional” real estate transaction. This course helps students evaluate all available options for distressed homeowners and identify the components of an effective short-sale package. This course also looks at how real estate professionals can counsel buyer-clients in the purchase of foreclosure properties and how consumers can avoid foreclosure in the future.



- ✓ Module 1: Homeowners in Jeopardy
- ✓ Module 2: The Short Sale Package
- ✓ Module 3: Foreclosures
- ✓ Module 4: How Consumers Can Prevent Foreclosure
- ✓ Module 5: Resources

Become certified and follow these four steps:

- Be a member in good standing of the National Association of REALTORS®
- Attend the **one day live webinar on March 20** and pass the 30 question, multiple choice, closed book exam – **Exam to be taken at NSDCAR Vista** office, 906 Sycamore Avenue, Vista, CA 92081 on **March 22 at 10 am or March 24 at 2 pm**
- Attend 3 one hour webinars (no fee)
- Complete the membership application form. (*The \$175.00 “one time” membership fee waiver period extended to March 31,2010.*)

NSDCAR is proud to offer **Face2Face™, C.A.R.'s new video interactive conferencing program. Face2Face™ will deliver dynamic, interactive training to REALTORS®. The live presentation will be sent via a video feed to your computer in real-time, enabling every member to see and hear the same thing at the same time, for the ultimate learning experience. Students can instantly respond and interact with the instructor through this approach.



Instructor: Ginni Field, ABR, CRB, GRI, SRES. Ginni Field began her real estate career in August of 1986 as a sales associate and was recruited to manage a branch in January of 1989 remaining as a Branch Manager for over 20 years; 2004 President of the NSDCAR Board of Directors; dynamic leader with many professional accolades.

Your paid registration reserves your seat. Register online www.nsdcar.com under education or call NSDCAR (760) 734-3971.

As a matter of policy, NSDCAR does not endorse or promote the products and services of presenters. Cancellation Policy: Refunds issued only if notification received 5 business days prior to class. NSDCAR reserves the right to cancel or reschedule any program. Code :1793

Date:
March 20, 2010

Time:
9 am – 5 pm

Cost:
\$89.00
(*The \$175.00 “one time” membership fee waiver period extended to March 31,2010*)

Location:
Face2Face™
From your home computer**.
You will be emailed the webinar login information and the pdf version of the manual.

Computer Requirements:

Windows PC or Macintosh, speakers and microphone

This course is an elective for the Accredited Buyers Representative (ABR) designation.