

CRS 111

SHORT SALES AND FORECLOSURES: PROTECTING YOUR CLIENTS' INTERESTS (0688)

6 CE Hours

1 CRS Core Credit (Completes the core course requirement for the *SFR Certification.)



Certified
Residential Specialist
The Proven Path To Success

Friday, February 5, 2010

HILLCREST COUNTRY CLUB

9401 "O" Street, Lincoln

9:00 AM -5:00 PM

Doors open at 8:30

There is an application fee of \$175.00 if you decide to get the SFR certification.

NAR HAS waived the fee through March 31, 2010.

Sponsored by: Nebraska CRS Chapter, REALTORS® Association of Lincoln
Nebraska REALTORS® Association

Working with buyers and sellers of distressed properties can be frustrating and time consuming, but also rewarding. The Short Sales and Foreclosures course provides REALTORS® with practical approaches to the pre-foreclosure and foreclosure processes that will result in the successful disposition of these properties. The course explains the intricacies of the short sale and foreclosure processes, as well as the roles of lenders, sellers, buyers and cooperating agents involved. Dialogues and systems for working with financial institutions and other owners of Real Estate Owned (REO) properties are also provided.

Upon the successful completion of this course, you will be able to:

- NEGOTIATE SUCCESSFULLY with Financial Institutions
- SELL AND LIST REO and Short Sale Properties
- Implement a STEP-BY-STEP Process for Counseling Clients

Meet Your Instructor



Robert Morris graduated from Middle Tennessee State University with a Bachelor of Science in Biology and an Associate Degree in Mid-Management Technology from State Technical Institute at Memphis. Robert entered the real estate field in 1985 and has

been actively involved in real estate sales and training for over 23 years. He is currently a broker and member of the board of directors with Prudential Rowland Real Estate, Inc., located in Murfreesboro, Tennessee, where he actively lists and sells real estate.

Cost is \$79 Before Discounts

Registration Includes Lunch

Early Bird Discount of **\$5 off** when registering before **January 12, 2010.**

Discounts: (Check Appropriate Boxes)

I am a CRS Member-- \$10 Discount

Early Bird Discount-- \$5 Discount

Cost \$79.00

Less Discounts _____

Amount Enclosed _____

Registration Information

Name _____

License # _____

Company _____

Address _____

City, State, Zip _____

Email: _____

Payment: _____ Check Enclosed _____ MC/Visa/Discover

Card Number _____ EXP _____

Return Registration Form to:

Nebraska CRS Chapter

800 South 13th St, Suite #200

Lincoln, NE 68508

OR FAX: 402/323-6501

OR ONLINE: www.NebraskaRealEstateEducation.com

CANCELLATION POLICY

**Cancellations after January 29, 2010 are
NON-REFUNDABLE!**