

# Short Sale and Foreclosure Resource Certification

February 25, 2010 8:30 a.m. - 5:30 p.m.

WWOCAR Offices, 24125 Drake Road, Farmington, MI 48335



## CERTIFICATION REQUIREMENTS

- Be a member in good standing of the National Association of REALTORS.
- Complete this qualifying core course.
- View three 1-hour Webinars available free of charge.
- Submit application\* to REBAC

\*\$175 application fee waived through March 31, 2010.

You may return the application to the SFR department via email, fax or direct mail.

Please see the application for the contact information.

## Earn the SFR Certification

Designed for real estate professionals at all experience levels, the National Association of REALTORS® (NAR) Short Sales and Foreclosure Resource certification, or SFR for short, gives you a framework for understanding how to:

- Direct distressed sellers to finance, tax, and legal professionals
- Qualify sellers for short sales
- Develop a short-sale package
- Negotiate with lenders
- Tap into buyer demand
- Safeguard your commission
- Limit risk
- Protect buyers
- As many agents can attest, your ability to close short sales and foreclosures depends in part on your confidence in seeing these transactions through. Begin building your confidence today with SFR!

Approved for 6-hours of Michigan Continuing Education and 2-hours of Legal Credit!  
Topic Approval #: L1367 & L5142 School Approval #: 303



## Certification Course Cost

\*\*Members paying monthly membership fee:

**FREE!**

Please fax completed form to:  
(248) 478-3150

WWOCAR Members:  
\$79.00

Non-Members:  
\$99.00

Please call (248) 478-1700 or register online at WWOCAR.com  
(members please login for discounted pricing)

## ATTENTION WWOCAR MEMBERS:

←You may be able to take this course for FREE\*\*!

Name: \_\_\_\_\_ License #: \_\_\_\_\_

Office: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Visa  MasterCard  Discover: \_\_\_\_\_

EDUCATION PASS Expiration Date: \_\_\_\_\_

Signature: \_\_\_\_\_

\*\*Subject to seating availability\*\*

**LIMITED SEATING AVAILABLE!**