

The Alaska Association of REALTORS® presents



Short Sales and Foreclosure Resource Certification

DATES:

April 5, 2010
Anchorage

April 6, 2010
Wasilla

April 7, 2010
Fairbanks

April 9, 2010
Kenai

April 12, 2010
Juneau

COST: \$49.00 (Early Bird)
\$60 (after 3/31/2010)

HOURS:

9am - 5pm



Course Instructor **Pili Meyer**, ABR of Port Angeles, Washington will instruct the Short Sales and Foreclosure course. Pili has been an instructor for the Washington Association of Realtors® since 1993. She was the 2002 President of the Washington Association of Realtors® and 2006 Region 12 Vice President.

This is the ONLY Short-Sale certification course recognized by the National Association of Realtors®

In many local markets, the sharp increase in real estate foreclosures and pronounced lag in home sales has fundamentally changed the concerns and needs of today's real estate buyers and sellers. This course will not only teach you how to spot opportunities for buyer-clients in this unique market segment, but also will teach you how to counsel home-buying clients on the perils of risky financing programs. This course covers a wide range of topics including how to protect your buyer-clients from foreclosure, the process of short sales, REO properties, how to perform an initial needs assessment for a buyer-client considering a foreclosure property and more!

Become certified and follow these four steps:

- Be a member in good standing of the National Association of REALTORS
- Attend the one day live class and pass the 30 question, multiple choice, closed book exam.
- Attend 3 one hour webinars (no fee)
- Complete application form and pay "one time" membership fee



To register contact the following course location for the registration form:

Monday, April 5, 2010 Anchorage	Anchorage Board of Realtors® kdubois@anchorage Realtors.com	561-2338
Tuesday, April 6, 2010 Wasilla	Valley Board of Realtors® valleybd@mtaonline.net	376-5080
Wednesday, April 7, 2010 Fairbanks	Fairbanks Board of Realtors® gfbr@gci.net	452-7743
Friday, April 9, 2010 Kenai	Kenai Peninsula Assoc. of Realtors® kpar@alaska.net	262-1851
Monday, April 12, 2010 Juneau	Southeast Board of Realtors® sebr@gci.net	586-2021

*This course is an elective for the Accredited Buyers Representative (ABR) Designation.
This class will be submitted to the Alaska Real Estate Commission for continuing education credit.*



*Questions? Please call the Alaska Association of REALTORS® at
1-800-478-3763 or (907)563-7133.
Your paid registration reserves your seat.*