



SHORT SALES & FORECLOSURES: WHAT EVERY AGENT NEEDS TO KNOW

Knowing how to maneuver the complexities of short sales as well as how to identify the distinct real estate opportunities in foreclosures are not merely good skills to have in today's market — they are critical.

Course: FI 1116 Short Sales and Foreclosures: What Every Agent Needs to Know (6 hours Elective C. E.)

Instructor: Lynn Madison, ABR®

Where: Baird & Warner Home Office, 120 S. LaSalle, 20th Floor, Chicago, IL 60603

Date: Tuesday, July 20, 2010

Time: 8:30 a.m. – 5:00 p.m.

Cost: \$75 for Baird & Warner Associates; \$99 for non-Baird & Warner Associates

Cancellations: Fees will be refunded if written cancellation is received by Baird & Warner at least 72 hours prior to the start of the course. There will be a \$25 processing fee for returned checks. No refunds will be made after the start of the class.

Description: This course helps agents evaluate available options for distressed homeowners, identify the components of an effective short sale package and learn how to counsel buyers in the purchase of foreclosure properties. *(Completing this one-day REBAC elective course will satisfy one of the three requirements for SFR Certification. Visit www.realtorsfr.org for more information.)*

Sponsored By: Illinois Association of REALTORS®

REGISTRATION

Fax completed form to Christina Urbina: 312.592.2074 or mail to Baird & Warner, 120 S. LaSalle St, 20th Floor, Chicago, IL 60603, Attn: Professional Development. Please call Christina at 312.857.9121 with any questions.

Name: _____ Branch: _____

NRDS#: _____ License # _____

Phone: (____) _____ E-mail: _____

Payment Information:

Check Enclosed (Payable to Baird & Warner) Visa Mastercard

Credit Card # _____ Expiration: _____ Signature _____

Billing Address: _____

City: _____ State: _____ Zip: _____

Name on Credit Card: Same as above Other: _____

Do you have any disabilities that require attention? _____