



# Professional Development Seminar

## DISTRESSED PROPERTIES

Become familiar with the procedures used in the sale and disposition of distressed properties. The four-hour program reveals the opportunities for agents to do more business with sellers, buyers, and lenders, while gaining a clear understanding of their responsibilities.

This course will show you how to provide assistance to “short sale” sellers and how to work with lenders who have foreclosure property, also known as Real Estate Owned (REO). Gain an overview of the tax/credit impact of these sales.

Short Sales, Foreclosures and Lender REO’s  
Approved for 4 Hours DRE Continuing Ed Credits

Presented by **Stella Ling**

**C.A.R. Assistant General Counsel**

*Date:* Friday, February 19, 2010

*Time:* Sign-in: 8:30 am / Class 9:00 am-1:00 pm

(Continental Breakfast Served)

*Location:* GAOR Conference Center

124 S Isabel Street, Glendale, CA 91205

Phone: 818.241.2184 for more info or reservations.

*Fees* (please check one):

- REALTOR® Member - \$69.00
- Non-REALTOR® - \$99.00

**Name:** \_\_\_\_\_ **Member #:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**I Authorize \$\_\_\_\_.00 to be charged to my: (Check one)**  Visa,  MasterCard  Discover  Amex  
 Check payable to **Glendale Association of REALTORS**

**Name on Credit Card:** \_\_\_\_\_ **Signature:** \_\_\_\_\_

**Account #:** \_\_\_\_\_ **Exp. Date:** \_\_\_\_\_

**\*\*If mailing your payment, please be sure to mail at least 5 business days prior to the class to ensure payment is received on time. If payment is not received 3 days prior to the class, you will not be able to attend.**  
**CANCELLATION POLICY:** If you cancel your registration less than 48 hours before the class , your registration fee will not be refunded. GAOR reserves the right to cancel or reschedule courses due to lack of registration. If cancellation occurs GAOR will issue a full refund. In the event of rescheduling, GAOR will send immediate notification and transfer all reservations (including payment) to the new date.

*The views expressed in classes at GAOR are those of the Speaker/Instructor and do not necessarily reflect the views of the Glendale Association of REALTORS®.*