



**GLENDALE ASSOCIATION
OF REALTORS**

Presents....

What the *Lenders* Are Looking for Now!

REO Updates You Need to KNOW

In this class, you will

- ▶ Learn the **Requirements of REO Agents....And Why They are There!**
- ▶ Learn how to **Find the Banks that Can Approve you Now!**
- ▶ Learn How to Determine if the **Bank is Serious about Working with You!**
- ▶ Find out How to Prepare a **Proper BPO**
- ▶ How to **Put Together your REO Agent Approval Package**
- ▶ How to Work with the **Lender through the entire transaction!**
- ▶ What the **Lender Expects You to DO and KNOW without Telling You!**
- ▶ Find out **What's Negotiable and What's NOT!**

**\$15.00 per
person**
RSVPs required

Friday, March 19, 2010

** 9:00am Registration **

9:30am – 12:00pm

Glendale Association of REALTORS®

124 S. Isabel Street, Glendale, CA 91205



Bob McManus, America's Real Estate Coach has personally trained thousands of Real Estate Agents and has more than 20 years of experience and leadership in real estate and mortgage financing. Bob has personally closed hundreds of tough transactions. Bob is a licensed Real Estate Broker so the information is directed toward what agents need to do to close transactions and get paid. Bob is going to show you his **SYSTEMATIC APPROACH** of consistently closing transactions. Bob's system will arm you with the most up to date knowledge, strategies and straight forward real answers. By following Bob's time tested systematic approach you will absolutely close more transactions and put more **MONEY IN YOUR POCKET!**

**RSVP by
March 17th**

Call Today or Register Via Email!

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BOB MCMANUS GROUP

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