



Learn the ins and outs of foreclosures

Introducing NAR's

Short Sales and Foreclosures Certification (SFR):

What Real Estate Professionals
Need to Know Course

TAKE THE COURSE!

Course Information Here

Earn NAR's Newest Certification!

For many real estate professionals, short sales and foreclosures represent the new traditional real estate transaction. 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.

The SFR course will teach you how to:

- Qualify sellers for short sales.
- Safeguard your commission.
- Evaluate all available options for distressed homeowners.
- Counsel buyer-clients in the purchase of foreclosure properties.
- Direct distressed sellers to finance, tax, and legal professionals.

This is the ONLY Short Sale certification course recognized by NAR.

To receive the SFR Certification, you must complete the one day core course and successfully pass the exam, as well as view three 1-hour Webinars, and submit completed application with \$175 application fee to SFR@realtors.org. For more information, visit <http://realtorsfr.org>

NAR's Short Sales and Foreclosures Course also meets the elective course requirement for the ABR® Designation awarded by the Real Estate Buyers Agent Council (REBAC). For more information about the ABR® Designation, visit <http://www.car.org/education/designations/abr/>

This course will be offered through Face2Face™. Face2Face™ delivers, interactive, instructor-led courses at your local Association. This visual content will be streamed via a live video feed to your local Association in real-time to allow every member to see and hear the same thing at the same time and ask questions for the ultimate hands-on experience.



www.car.org/education | education@car.org | 213-739-8241