

# 400 North Board of REALTORS®

Proudly presents:

## What Every Agent Needs To Know About SHORT Sales!

### A Floyd Wickman Productions Workshop

Featuring:

## Dan LaForest

Floyd Wickman Certified Speaker/Trainer- Short Sales Specialist

### Why is this workshop different?

**Because it's taught from the real estate agent's perspective  
NOT the investor's! You will Learn:**

- **How to Find Prospects for a Short Sale**
- **The 3 Phases of a Property in a Foreclosure**
- **Why a Short Sale versus Foreclosure**
- **How to not get squeezed out of the transaction**
- **How to protect your Commission**
- **How to submit a Short Sale Package to the lender**
- **The 9 Vital Steps in Working a Short Sale**
- **The Benefits of a Short Sale to the Seller**
- **The Top 10 Short Sale Opportunities**
- **How to Double Dip your Short Sale Listings**
- **How To List Saleable Listings in Today's Market**

**Price: Only \$59 per person**

**3 Hours of GREC approved Continuing Education  
Special Bonus: FREE Website to ALL attendees! A full featured  
website, for three months! (A \$319 value!)**

**Seating is limited. Register TODAY by:**

1. Online: **ShortSalesWorkshops.com**
2. Calling 954-693-0275
3. Faxing completed registration form(s) to **954-337-2264**
4. Mailing completed form(s) and check, payable to RE Web Solutions LLC,  
to: RE Web Solutions • 8930 State Road 84, #256 • Davie, FL 33324

### What is a SHORT Sale?

A short sale is when a lender will accept less than what is owed on the property to satisfy the note and release the lien.

### How do Real Estate Agents benefit from Short Sales?

Increased Sales & Increased Earnings from **SALEABLE** listings! This workshop will teach you how to handle all aspects of a difficult situation with the end result being the best possible resolution for all parties involved.

**3 Hours of CE!**

**Tues., Sept., 16, 2008**

400 North Board of  
REALTORS  
1000 Old Dawson Village Rd  
Suite 110 & 120  
Dawsonville, GA 30534

**9:00AM – 12:30PM**

**Sponsored By:  
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