

Cobb Association of REALTORS®

Proudly presents:

What Every Agent Needs To Know About SHORT Sales!

A Floyd Wickman Productions Workshop

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!

Thurs., Sept., 18, 2008

Cobb AOR
444 Manget Street, Ste. 100
Marietta, GA 30060

9:30AM – 1:00PM

**Sponsored By:
REWebSolutions.com**

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

Name:		Company:	
Billing Address:			
City:		ST:	Zip:
Phone:		Fax:	
E-mail:			
Payment Method: <input type="checkbox"/> Check <input type="checkbox"/> Visa <input type="checkbox"/> MC <input type="checkbox"/> Discover			
# of tickets:		Purchase Amount:	Program Code: MARIETTA
Credit Card #:		Exp. Date:	
Authorized Signature:			