

# Capital Area Association 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:**

#### 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.

**Wed., Oct. 22, 2008**

Capital Area Assoc. of  
REALTORS®  
3149 Robbins Road  
Springfield, IL 62704

1:00PM – 4:30PM

Sponsored By:  
REWebSolutions.com

- 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 8 Vital Steps in Working a Short Sale
- The Benefits of a Short Sale to the Seller
- The Top 10 Short Sale Opportunities
- How to Sell your Short Sale Listings
- How To List Saleable Listings in Today's Market

**Price: Only \$49 per person**

**Special Bonus: FREE Website to ALL attendees! A full featured website, for three months! (A \$319 value!) Compliments of REWebSolutions.com.**

**Seating is limited. Four ways to register:**

1. Online: **ShortSalesWorkshops.com**
2. Calling 954-693-0275
3. Faxing completed registration form(s) to **954-693-0273**.
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: <b>Springfield</b>
Credit Card #:			Exp. Date:
Authorized Signature:			