



# Learn the ins and outs of foreclosures

Serve your buyers' interests by taking the Short Sales and Foreclosures: What Buyer's Representatives Need to Know Course.

## TAKE THE COURSE!

SFR Designation!

Location: Member Service Center: 22 Mid Tech Drive  
West Yarmouth, MA 02673

Date: March 23<sup>rd</sup>

Time: 9:00am-5:30pm

Cost: \$99.00 CC&IAOR and  
CC&IMLS member rate  
\$125.00 non member rate

Instructor: Adorna Carroll

Register: [www.cciaor.com](http://www.cciaor.com)  
[education@cciaor.com](mailto:education@cciaor.com)  
508-957-4303

## The buzz. The busts. The business.

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 foreclosure are not merely good skills to have in today's market—they are critical. This course helps students evaluate all available options for distressed homeowners and identify the components of an effective short-sale package. This course looks at how real estate professionals can counsel buyer-clients in the purchase of foreclosure properties. And as a practical resource, this course shows students how consumers can avoid foreclosure in the future. Gain a competitive edge with this ABR® one-day elective course.



The Accredited Buyer's  
Representative Designation:

How Buyer Loyalty is Earned.