



# 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!

**All Realtors Save \$60\***  
**COURSE DATE JUST ADDED**

March 24, 2010  
8:30 a.m. – 5 p.m.  
Greater Nashville AOR  
4540 Trousdale Drive  
Nashville, TN 37204

### **NEW PRICE!**

All Realtors: \$65  
All Others: \$120  
To Register: 615-254-7516  
[www.gnar.org](http://www.gnar.org)

8 Hours CE in Tennessee  
(TREC 5344)

Continental Breakfast and  
Lunch Provided!

*\*Thanks to an NAR grant and the NAR Right Tools Right Now initiative, the fee for this course has been reduced for all Realtors.*

Go to [www.realtorsfr.org](http://www.realtorsfr.org) for details on earning the Short Sale and Foreclosure Resource certification. There is no fee when application is made by 03/31/2010!

## 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.