

# Learn the ins and outs of short sales and foreclosures

officially certified by



**Marketplace**

MICHIGAN'S CONTINUING EDUCATION  
HUB FOR REAL ESTATE PROFESSIONALS.

**6 Elective, 2 Legal CE Credits  
Meets NAR Code of Ethics  
requirement of 2.5 hours**

Serve your clients' interests by taking the  
Short Sales and Foreclosures: What Real Estate  
Professionals Need to Know Course.

For many real estate professionals, short sales and foreclosures are the new "traditional" real estate transaction. Knowing how to help sellers maneuver the complexities of short sales as well as help buyers pursue short sale and foreclosure opportunities are not merely good skills to have in today's market - they are critical.

And while short sales and foreclosures are not for the faint of heart, agents with the proper tools and training can use these specialty areas to build their business for the long term.

## CERTIFICATION REQUIREMENTS:

- Be a member in good standing of the NAR.
- Complete this qualifying core course.
- View three 1-hour Webinars available free of charge.
- Submit application\* to REBAC

\*\$175 application fee payable to REBAC must be submitted with application. You may return the application to the SFR department via email, fax or direct mail. Please see the application for the contact information.

*This one-day course is an approved elective for the Accredited Buyer's Representative (ABR®) designation and the Short Sales and Foreclosure Resource (SFR) certification.*



**March 06, 2018**

**8:45 a.m. Registration**

**9:00 a.m. - 5:00 p.m. Class**

**20 Oak Hollow, Suite 100, Southfield, MI**

**MemberMax/EduPass: FREE!**

**GMAR Members: \$79.00**

**Non-Members: \$99.00**

**Call (248) 478-1700**

**Online at GMARonline.com**



***Presented by:***

**DEANNA DURUSSEL**

**ABR, SRS, RENE, PSA, SFR**

*GMAR reserves the right to assess a \$10 fee for any registrant who does not cancel at least 24 hours prior or to those who do not attend the event.*



**NATIONAL  
ASSOCIATION of  
REALTORS®**

