

## **CRS 111: Short Sales and Foreclosures: Protecting Your Clients' Interests**

Working with buyers and sellers of distressed properties can be frustrating and time consuming, but also rewarding. The *Short Sales and Foreclosures* course provides REALTORS® with practical approaches to the pre-foreclosure and foreclosure processes that will result in the successful disposition of these properties. The course explains the intricacies of the short sale and foreclosure processes, as well as the roles of lenders, sellers, buyers, and cooperating agents involved. Dialogues and systems for working with financial institutions and other owners of REO properties are also provided.

Upon the successful completion of this course, the student will be able to:

- Give competent advice and counsel to homeowners who are in danger of losing their home through foreclosure.
- Negotiate successfully with financial institutions and other owners of REO properties.
- Sell and list REO and short sale properties.
- Help clients maintain possession of their homes by creating “short sales” on qualified properties that will lead to the successful sale of those properties.

**Gee Dunsten**, CRS, has been a senior instructor with the Council of Residential Specialists for over 17 years and served as President of the Council in 2001. A prolific author and speaker, his hands-on approach to real estate training with leading edge ideas and systems has made him a popular speaker at the NAR conventions as well as numerous state and local association conventions and seminars. He has taught both nationally and internationally in 49 states and countries as far away as Australia and New Zealand. With all of his career accomplishments, Gee views his greatest success as the building of his family.

### **Date:**

Tuesday, January 26, 2010  
8:00 AM – 4:30 PM (Class starts promptly at 8:30)

### **Location:**

Maryland Association of REALTORS®  
Conference Room 107, 1 st floor  
200 Harry S Truman Pkwy  
Annapolis, MD 21401  
[www.mdrealtor.org](http://www.mdrealtor.org)  
Local Hotels: Hilton Garden Inn – 410-266-9029,  
Courtyard – 410-266-1555, Mainstay Suites – 410-571-0863

### **Course Fees:**

\$99 for Members of MD/DC CRS Chapter  
\$130 for Non-Members of MD/DC CRS Chapter

**The entire Registration Form must be completed for each attendee**

Please mail or fax the Registration Form to:  
MD/DC CRS Attn: Halle Papai, 200 Truman Parkway,  
Suite 200, Annapolis, MD 21401  
Fax: 443-716-3513  
Registration Questions? Email [halle.papai@mdrealtor.org](mailto:halle.papai@mdrealtor.org)  
A confirmation of registration will be e-mailed to you.

Cancellation requests must be in writing. The fee for cancellation is \$50.00.  
NO CANCELLATIONS or REFUNDS AFTER January 19, 2010

**CRS 111: Short Sales and Foreclosures - January 26, 2010**

\$99 Registration Fee for MD/DC Chapter Members  
\$130 Registration Fee for Non-MD/DC CRS Chapter Members

Name \_\_\_\_\_ Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

Member of the Maryland/DC CRS Chapter? (yes)\_\_\_\_ (no) \_\_\_\_

Amount Paid: \_\_\_\_\_ Method of Payment: \_\_\_\_\_

Credit Card (*Visa/Master Card/American Express/Discover*) or Check (*payable to MD/DC CRS*)

ACCOUNT NAME \_\_\_\_\_

CARD TYPE \_\_\_\_\_ ACCOUNT NUMBER \_\_\_\_\_

EXPIRES \_\_\_\_\_ CODE ON BACK \_\_\_\_\_

SIGNATURE \_\_\_\_\_

\_\_\_\_\_ Please check if you have a disability which would require services at the course and attach a description of your needs.

Questions: please contact Sharron Dorsey, Education Chair, at 410-575-5053 or [theagent4urhome@comcast.net](mailto:theagent4urhome@comcast.net)

If Anne Arundel County Public Schools are closed or delayed due to inclement weather, all meetings, seminars and classes that are being held at the MAR facilities will be cancelled. You may call 800-638-6425 at 7:30am the morning of the event for a recording on the status of MAR offices.