

# Learn the ins and outs of foreclosures

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 help students to 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 the ABR® one-day elective course.



The Accredited Buyer’s  
Representative Designation:  
How Buyer Loyalty is Earned.

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

**TAKE THE COURSE!**

**Thursday  
September 9, 2010  
9 am - 4:30 pm**

**Cost:  
\$75**

**Location:  
PGCAR  
8400 Corporate Dr.  
Suite 225  
Landover, MD 20785**

**Register Online at  
[www.pgcar.com](http://www.pgcar.com)**

NAME \_\_\_\_\_ COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

PHONE \_\_\_\_\_ E-MAIL ADDRESS \_\_\_\_\_ NRDS ID (if applicable) \_\_\_\_\_

PGCAR Member  non-PGCAR REALTOR®  non-member; non-REALTOR®

Please make checks payable to: **PGCAR**, 8400 Corporate Drive, Suite 225, Landover, MD 20785

**Charge & Fax (301) 306-8273:**  VISA  MASTER CARD  AMERICAN EXPRESS

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Signature \_\_\_\_\_ Amount to be Charged \$ \_\_\_\_\_

Do you have any disability which would require special accommodation, including the provision of auxiliary aids and services? If yes please identify your special needs:

Registration with the Prince George’s County Association of REALTORS®, Inc., constitutes a financial commitment unless cancellations are made at least 5 days prior to the event.