

EARN MORE INCOME



February 18, 2010
Instructor: Robert Morris

8:00am – 5:00pm
8 PENDING CE Credits

Presented by
Gallatin Association of REALTORS®

Course location: Holiday Inn
5 Baxter Lane
Bozeman, MT 59715

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406-585-0033
www.gallatinrealtors.com

CRS 111: SHORT SALES AND FORECLOSURES: PROTECTING YOUR CLIENTS' INTERESTS FROM THE COUNCIL OF RESIDENTIAL SPECIALISTS

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:

- **NEGOTIATE SUCCESSFULLY** with financial institutions
- **SELL AND LIST REO** and short sale properties
- Implement a **STEP-BY-STEP** process for counseling clients

This course earns one unit of core education credit toward the CRS Designation and completes the core course requirement for the NAR SFR Certification.

ABOUT CRS

With the CRS Designation, you become part of the network of more than 40,000 Certified Residential Specialists Designees and Candidates/General Members. To learn more about the Designation and learn more about CRS courses coming to you, visit www.crs.com. CRS one-day courses also earn you credit toward the industry's premier designation in residential real estate.

Contact the Gallatin Association of REALTORS® to register for **SHORT SALES AND FORECLOSURES: PROTECTING YOUR CLIENTS' INTERESTS** today at 406-585-0033.

For more information on other CRS courses or obtaining the CRS Designation, the premier Designation for residential real estate professionals, visit www.crs.com.



Council of Residential Specialists
The Proven Path To Success

CRS COURSE REGISTRATION FORM



COURSE: **CRS 111: SHORT SALES AND FORECLOSURES: PROTECTING YOUR CLIENTS' INTERESTS**

WHERE: Holiday Inn
5 Baxter Lane
Bozeman, MT 59715

WHEN: Thursday, February 18, 2010

WHO (ABOUT YOURSELF):

Name: _____
NRDS # _____ License # _____
Company _____
Address _____
City, State/Zip _____
Phone _____ Fax _____
E-mail _____

REGISTRATION FEE: REALTOR® Member **\$34.00** Non-REALTOR® Member **\$240.00**

Please indicate preferred method of payment. Payment must be received to guarantee a spot in the class!

Credit Card (Visa MasterCard American Express)

Account Name _____

Account Number _____

Exp. Date _____ Security Code _____

Signature _____

Check enclosed

Make check payable to: GAR or Gallatin Association of REALTORS®

TO REGISTER: Please email your registration form to
fran@gallatinrealtors.com or fax to 406-587-8824.
Call 585-0033 for any questions regarding registration.
Please refer to www.CRS.com for questions regarding the
CRS designation.



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