

# CRS 111

## “Short Sales and Foreclosures: Protecting Your Clients Interest”

With Frank Serio, CRS



Certified  
Residential  
Specialist

**Earn your SFR Certification  
PLUS  
1 Core Course Unit Toward a CRS  
Designation**

**Be the first to become certified by NAR!  
SFR application fee (\$175) waived  
through 3/31/2010.**



**INTRODUCING NAR'S  
NEWEST CERTIFICATION!**

**January 29, 2010**

**8:30am-4:00pm (8:00 am registration)**

*Tucson Association of REALTORS®, 2445 N. Tucson Blvd.*

*Rise to meet the challenges and opportunities of Today's Real Estate Market!*

*This is a HOT new class designed to prepare you for the Foreclosure & Short Sale Market facing REALTORS® today.*

### **Take This Course And...**

- You will earn your credit towards SFR Certification from NAR
- Earn one Core Unit towards your CRS Designation
- Earn your CRS faster with the Pro Program with 10 years experience and 150 transactions and one other course, you can get your CRS Designation

### **Students Will Learn:**

- The foreclosure process and how to service and sell REO's
- Pre-foreclosure techniques to counsel and assist homeowners in avoiding foreclosure
- How to effectively list and sell short sale properties
- To adapt and capitalize on the changing real estate market
- Management and information systems necessary to communicate with financial institutions regarding REO's and Short Sale properties
- New rules to short sales and loan modifications that go into effect on April 5, 2010

**Cost:** \$129

**SFR application fee (\$175) waived through 3/31/2010.**

**For more information, go to [www.realtorSFR.org](http://www.realtorSFR.org)**

### **Registration information:**

Go to [www.arizonacrs.com](http://www.arizonacrs.com) to register

### **For More Information:**

Contact Christine Sanchez at the Arizona CRS Chapter at: 520-382-8848

*Lunch to  
be provided!*