

You are invited to join:

**Marge Peck**

CSSPE CSSN SFR CRS GRI ABR ABRM E-PRO RECS CDPE

**Mike Peck**

CRS GRI ABR E-Pro CSSPE SFR

**Mark Taylor**

CSSPE CMPS CDPE

**Short Sale Legal Counsel**

## **THE ONLY SHORT SALE CLASS YOU NEED TO TAKE!**

**NO SALES PITCHES**

**NO RECURITING**

**JUST COME AND LEARN**

**THE REAL NUTS AND BOLTS OF THE SHORT SALE TRANSACTION**

## **Learn how to List, Negotiate and Simplify this Complicated Transaction and do it PAPERLESS!**

**Are you aware of the potential liability of going to PRISON for up to 30 YEARS and up to a \$250,000.00 FINE when listing a Short Sale Property INCORRECTLY? You NEED to be at this class!**

- 9 Hours of AZ Continuing Education
  - **3 hours Contract Law**
  - **3 Hours Real Estate Legal Issues**
  - **3 Hours Disclosure Law**
  - **3 Hours Advisory – NO CE for this segment**
- Instructor lists short sales transactions (average 60-120 listings on any given day)
- Instructor is CLOSING over 90% of Short Sale Transactions
- Training Your Staff
- CSSPE Certified Short Sale Property Expert Certification upon completion of all three classes
- See the Actual Listing Presentation used by Marge Peck
- See the Actual Listing Documentation used by Marge Peck
- Legal Pitfalls
- Getting to the Paper Less Transaction..... the easy way
- Negotiating with the Lenders
- Increase your commission from the commission being offered in the MLS
- Closing the Transaction
- Streamlining the Paperwork
- Establishing great relationships with the Lender(s)
- Understanding the Role of the Escrow Company and what you must get from them
- Understanding the Role of the Selling Agent
- Taking control of as many of the “moving parts of this transaction” as possible
- Possibility of a Major Bank having representation attending a segment to discuss the process and what the lenders expect from a REALTOR® , the Short Sale Package and what is causing delays.
- Like NO OTHER SHORT SALE CLASS TRAINING AVAILABLE!
- **Are you Compliant as to how you are handling the sellers’ information and documentation? OR WILL YOU GO TO JAIL?**
- **Are you collecting an Administrative Fee for a Short Sale Transaction?**
- **Are you LOOSING money and time listing a Short Sale Transaction?**
- **Which comes first, short sale or bankruptcy?**
- Lunch

**Please arrive 20 minutes prior to the start of the class for registration**

# Listing Short Sales?

*Handle the Paperwork Incorrectly &*

# GO TO JAIL!

*Do Not Pass Go....Do Not Collect \$200.00!*

## The Secrets of The Successful Paperless Short Sale!

*Are you aware of the potential liability of going to PRISON for up to 30 YEARS and up to a \$250,000 FINE*

*when Listing Short Sale Properties?*

*Learn to List, Negotiate, and*

*Close a Successful Short Sale LEGALLY!*

## Become a CSSPE© Today!

**Certified Short Sale Property Expert**

### *This Class Covers:*

- ◆ The Short Sale Listing Presentation
- ◆ Short Sale Documentation Needed
- ◆ Storing Your Documents LEGALLY!
- ◆ Leaving the listing with NO Paper
- ◆ Electronic Signatures
- ◆ Legal Liabilities
- ◆ Credit Restoration
- ◆ Attorneys
- ◆ Prequal the Buyer
- ◆ The "Technology Hardware" you will need
- ◆ The "Technology Software" you will need
- ◆ Taking Control with the Negotiations and The Lenders
- ◆ Successful Secrets NOT Taught in any other Short Sale Classes
- ◆ *\*Bonus! Short Sale Buyers Agent - Increase your "Commission Side"*

## July 20th and July 21st

9 - Noon LUNCH 1:00 - 4:00

**A Twelve Hour Certification Course with 9 Hours of Arizona CE!**

**Lunch Provided**

## Registration for One = \$175.00

**Registration for TWO - \$125.00 EACH Registration for 3 or MORE \$100.00 EACH**

**Registration at the door \$250.00 Subject to availability**

**All multiple registrations must be faxed together for discount to 480-393-5674 or call 480 CHOICES**

Instructor: Marge Peck CRS GRI ABR ABRM CDPE CSSN SRF RECS E-Pro CSSPE NSSPE

**Location: Tucson Association of REALTORS - 2445 N Tucson Blvd Tucson, AZ 85716**

**3 Hours Contract Law 3 Hours Real Estate Legal Issues 3 Hours Disclosure Law 3 Hours Advisory No CE**

**Fax Completed Registration Form to 480-393-5674 or Email to James@MyChoiceListing.com**

**Please mail checks to: m & m Seminars**

**4111 East Valley Auto Drive #108 Mesa AZ 85206**

**Registration Questions? Call 480-CHOICES**

Name On Card: \_\_\_\_\_ Authorized Signature \_\_\_\_\_

\_\_\_ Visa \_\_\_ Master Card \_\_\_\_\_ Exp Date \_\_\_\_\_ Security Code \_\_\_\_\_

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

Confirmation emailed. Email Address \_\_\_\_\_ Cell Phone \_\_\_\_\_

Office \_\_\_\_\_ Office Address \_\_\_\_\_

