



# Short Sales and Foreclosures: What Real Estate Professionals Need to Know

## NAR's Short Sales and Foreclosure Resource (SFR®)

**Certification** focuses on both the buyer and seller sides of distressed property transactions.

Knowing how to help sellers maneuver the complexities of short sales, as well as help buyers to pursue short sale and foreclosure opportunities, are not merely good skills to have in today's market— they are critical.

Designed for real estate professionals at all experience levels, this course give you a framework for understanding how to:

- Direct distressed sellers to finance, tax & legal professionals
- Qualify sellers for short sales
- Develop a short sale package
- Tap into buyer demand
- Protect buyers
- Safeguard your commission

**Learn more at [realtorsfr.org](http://realtorsfr.org) and register today!**

**Instructor:** Cheryl Knowlton, DREI, CSP

**Date:** February 11, 2021

**Time:** 9 am to 5 pm

**Location:** Live via Zoom

**Tuition:**

\$99 | Ultra Early Bird through Jan 21, 2021

\$129 | Early Bird through Feb 4, 2021

\$159 | Full Price

**Registration:**

[www.cherylknows.com/events/SFR0221](http://www.cherylknows.com/events/SFR0221)

7 Hrs. of Utah Core CE

*This course qualifies as an elective course for the Accredited Buyer's Representative (ABR®) designation offered by the Real Estate Buyer's Agent Council (REBAC). For information on earning the ABR® designation go to REBAC.net.*

