

Passaic County Board of REALTORS®  
In Association with  
The Real Estate Buyer Agent's Council (REBAC)  
Presents

**SFR** SHORT SALES AND FORECLOSURE  
RESOURCE CERTIFICATION  
Seller Solutions · Buyer Opportunities · Real Estate Recovery

Monday, March 22, 2010  
8:30am - 5:00pm  
Passaic County Board of REALTORS  
204 Berdan Avenue, Wayne, New Jersey 07470-3240

Call 973-305-1100 or info@pcbor.com for Directions

PCBOR Members

**Only \$75**

**Non-Members \$99**

## Short Sales and Foreclosures The New "Traditional" Transaction

For many real estate professionals, short sales and foreclosures are the new "traditional" real estate transaction. Knowing how to help sellers maneuver the complexities of short sales as well as help buyers pursue short sale and foreclosure opportunities are not merely good skills to have in today's market they are critical. And while short sales and foreclosures are not for the faint of heart, agents with the proper tools and training can use these specialty areas to build their business for the long term.

*Begin Building Your Confidence Today  
With the SFR Certification*

**Fax Registration to 973-305-1611**

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NAME: \_\_\_\_\_ OFFICE: \_\_\_\_\_

CONTACT NUMBER: \_\_\_\_\_ EMAIL: \_\_\_\_\_

VISA/MC \_\_\_\_\_ Exp \_\_\_\_\_ Sec \_\_\_\_\_

SIGNATURE \_\_\_\_\_ Total \_\_\_\_\_

I acknowledge that I understand and authorize the above charges and that, once authorized, there will be no refunds or credits given. A \$35 fee will be charged for returned checks. Make checks payable to "NCJAR" Mail to: PCBOR 204 Berdan Avenue, Wayne, NJ 07470-3240 Questions or Concerns Call 973-305-1100 or E-mail info@pcbor.com

### Bonus!

The one-day Short Sales and Foreclosures courses available from REBAC and CRS are approved electives for the Accredited Buyer's Representative (ABR®) and Certified Residential Specialist (CRS) designations respectively.