



Successful Strategies for Closing Short Sales

Succeed in today's marketplace by learning how to increase the odds of closing short sale transactions! This panel of local experts will be discussing the basics of short sales, the benefits of using a negotiator, how to market short sale listings, the legal and ethical aspects, and more!

Topics covered include:

- ◆ Increasing the odds of closing short sales
- ◆ Qualifying your seller
- ◆ What lenders are accepting
- ◆ New laws
- ◆ Short sale tips for success
- ◆ How to corner the short sale market
- ◆ Your questions, and more!

Wednesday
February 10th
10:00am-12:00pm

Being held at SCAOR
2525 Main Street
Soquel, CA 95073

Panel Includes:

Brandi Jones, David Lyng Real Estate, REALTOR®, CDPE (Certified Distressed Property Expert)
Diana Stauffer, Region Short Sale Manager Wachovia
Katherine Handley, Senior Vice President, County Manager Old Republic Title Company
and Attorney and Terry Rein, Bosso Williams Law Firm

\$10 Early Bird SCAOR Member
(must be registered by February 1st)

\$15 SCAOR Member Regular
(registered after February 1st)

\$20 Non SCAOR Member Anytime

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I HAVE READ AND UNDERSTOOD THE SCAOR REFUND/CANCELLATION POLICY (Please check)