



Course Sponsor
Duane Gomer Inc.
A leader in California
Education for real estate
agents & notary publics

SHORT SALE
UPDATE-2009

Monday,
April 27, 2009
1:30-4:30pm

(Registration starts
at 1:15pm)
at SCAOR
2525 Main St. in Soquel,

Tuition
\$35 SCAOR Member
(register by 4/9/09)
\$50 SCAOR Member
(register after 4/9/09)
\$70 Non-Member anytime

What's Up in 2009

- Why Do Short Sales & Why Not Do Short Sales
Advantages to Sellers & Buyers & Brokers
Current Lender's Attitude & Time Frames
Other Options for Sellers & Brokers

Closing Short Sales in Less Time For More Commission

- Short Sale Listing Addendum
Authorization to Receive & Convey Information
MLS Wording on Commission Reduction
Seller's Information Checklist from CAR
Hardship Letter, Recourse or Non-Recourse Loans
Package for Lender - Let's Overwhelm Them!

What You Need to Know!

- Time Frames of Trustee Sales-Move Fast!
Problems of The Lenders & Closing Them
Tips to Avoid Forgiveness of Debt Tax
Fighting Lender Commission Reductions, etc.
Working with Investors-New CAR Forms
What to do if Your Short Sale Fails-It's REO

DISCLAIMER
This course is not for DRE credit. This is better for
students because there will be no DRE exam &
regulations, more time for instruction, less cost
since no DRE costs for sponsor, course can be
updated quickly to include latest market
information.

How to register: Call 831-464-2000 or Fax completed form along w/payment to 831-464-2881

Options for registration fees: \$35 SCAOR Member, \$50 SCAOR Member, \$70 Non SCAOR member anytime

NAME: COMPANY:

PHONE: EMAIL:

Payment options: CASH, VISA, MASTERCARD, AMEX, CHECK NO. (Make check payable to "SCAOR")

NAME ON CARD: SIGNATURE:

ACCOUNT #: EXP. DATE: ZIP CODE:

**SCAOR Cancellation Policy: Reservations for courses requiring payment will not be processed until payment is received. If you must cancel or reschedule your reservation, a full refund will be issued if notification is received, by email or in writing (not by telephone), 3 business days prior to class. SCAOR reserves the right to cancel or reschedule any course. If cancellation occurs, SCAOR will issue a full refund. In the event of rescheduling, SCAOR will send immediate notification and transfer all reservations (including payments) to the new date. To cancel/reschedule send email to karen@scaor.org.

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