

## CRS 111 "Short Sales & Foreclosures: Protecting Your Clients' Interests"

Sponsored by the Maine Association of REALTORS®  
... in cooperation with the Maine Chapter of CRS



Monday, March 5 – Spectacular Event Center, Bangor  
Tuesday, March 6 – Hilton Garden Inn, Freeport

8:30 a.m. – 5:00 p.m.

Approved by the MREC for 7 clock hours Maine continuing education credit

**Featuring National CRS Instructor Chandra Hall**



Space is limited. If space is still available, registration is only open until February 24.  
No on-site or late registration. No substitutions. Open only to Maine REALTORS®.

No charge to attend UNLESS you are a no-show OR if you cancel on/after February 25  
– then there is a \$35 charge. Lunch is on your own.

**Upon completion of the course, the student will be able to:** 1.) give competent advice and effectively counsel to homeowners who are in danger of losing their home to foreclosure; 2.) increase potential to negotiate successfully with financial institutions and other owners of REO properties; 3.) list and sell REO properties; 4.) help clients maintain possession of their homes by creating "short sales" on qualified properties that will lead to the successful sale of those properties; 5.) competently qualify and effectively coach buyers of REO properties. *Counts towards 1 CRS Elective Credit & half of Maine **GRI-105** module.*

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### CRS 111 \* March 2012 \* fax 207.623.3590 or register online

By filling out the form below you agree to pay \$35 if you cancel on or after Feb. 25 or no-show.  
No substitutions. No on-site registration. Bring email or online receipt with you as confirmation.

Date/Location: check one – ( ) March 5 - Bangor ( ) March 6 - Freeport

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Email: \_\_\_\_\_ License Number: \_\_\_\_\_