

A Floyd Wickman Team Workshop

What Every Agent Needs To Know About SHORT Sales!

Featuring:

Will Weaver

Floyd Wickman Team Certified Speaker/Trainer

Why is this workshop different?

**Because it's taught from the real estate agent's perspective
NOT the investor's! You will Learn:**

- How to Find Prospects for a Short Sale
- The 3 Phases of a Property in a Foreclosure
- Why a Short Sale versus Foreclosure
- How to not get squeezed out of the transaction
- How to protect your Commission
- How to submit a Short Sale Package to the lender
- The 9 Vital Steps in Working a Short Sale
- The Benefits of a Short Sale to the Seller
- The Top 10 Short Sale Opportunities
- How to Double Dip your Short Sale Listings
- How To List Saleable Listings in Today's Market

Price: Only \$49 per person

Seating is limited. Register TODAY by:

1. Online: **ShortSalesWorkshops.com**
2. Calling 954-693-0275
3. Faxing completed registration form(s) to **954-337-2264**
4. Mailing completed form(s) and check, payable to RE Web Solutions LLC, to: RE Web Solutions • 8930 State Road 84, #256 • Davie, FL 33324

What is a SHORT Sale?

A short sale is when a lender will accept less than what is owed on the property to satisfy the note and release the lien.

How do Real Estate Agents benefit from Short Sales?

Increased Sales & Increased Earnings from **SALEABLE** listings! This workshop will teach you how to handle all aspects of a difficult situation with the end result being the best possible resolution for all parties involved.

Wed., May 14, 2008

McHenry County
Association of REALTORS
405 E. Congress Pky., Ste. A
Crystal Lake, IL 60014

9:00AM – 12:30PM

Sponsored By:

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