

# HAFA SHORT SALES

## US Treasury, Fannie Mae and Freddie Mac

February 28, 2012 9:00 a.m. - 3:30 p.m.

GMAR Offices, 24125 Drake Road, Farmington, MI 48335

### GMAR®

Presented by:

Rick Conley,  
The Real Estate Education Professionals of Michigan, Inc. (REEP of Michigan)



Rick brings 23 years of active real estate experience into the classroom adding fun and making classes interesting.

Rick engages students in open forum and promotes an on-going resource for all students and strongly believes that all classes and materials provided should have a direct beneficial use in the daily business practice of residential real estate.

## Navigate today's short sales with confidence!

This newly developed course from NAR on HAFA (Home Affordable Foreclosure Alternatives) provides in-depth coverage of the U.S. Treasury, Fannie Mae and Freddie Mac programs. Learn the similarities and differences among the three HAFA programs and gain the tools to assist your clients in processing short sales more efficiently.



Knowing how to interpret the differences of these government programs can make a big impact on your clients!

### Learning Objectives:

- HARP, HAMP & HAFA Overview
- US Treasury HAFA Program
- The SSA (Short Sale Agreement)
- The RASS (Request for Approval of Short Sale) & Alt. RASS
- Fannie Mae and Freddie Mac HAFA Programs
- Buyers, Buyer's Agents and HAFA

ABR Designation Elective Course Approved:

Counts as one REBAC elective course to be applied towards the ABR® designation.

Approved for 6-standard Continuing Education Credits - L179  
School number: 303

### Course Fees:

\*Members paying monthly membership fee:

**FREE\*\*!**

Please fax completed form to:  
(248) 478-3150

GMAR Members:  
\$99.00

Non-Members:  
\$119.00

Please call (248) 478-1700 or register online at WWOCAR.com

*(members please login for discounted pricing)*

### ATTENTION GMAR MEMBERS:

← You may be able to take this course for FREE\*!

Name: \_\_\_\_\_ License #: \_\_\_\_\_

Office: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Visa  MasterCard  Discover: \_\_\_\_\_

**Edu-Pass™ / Member-Max™** Expiration Date: \_\_\_\_\_

Signature: \_\_\_\_\_

**\*\*Subject to seating availability. Newly licensed members are not eligible to attend designation courses included with the MemberMax™ and/or EduPass™ program during the first 6-months of membership\*\***

**LIMITED SEATING AVAILABLE!**