

# Short Sale and Foreclosure Resource Certification

June 20, 2012 8:30 a.m. - 5:30 p.m.

GMAR Office, 24125 Drake Road, Farmington, MI 48335

## GMAR®

### CERTIFICATION REQUIREMENTS

- Be a member in good standing of the National Association of REALTORS.
- Complete this qualifying core course.
- View three 1-hour Webinars available free of charge.
- Submit application\* to REBAC

\*\$175 application fee payable to REBAC must be submitted with application.

You may return the application to the SFR department via email, fax or direct mail.

Please see the application for the contact information.



### Certification Course Cost

\*Members paying monthly membership fee:

**FREE\*\*!**

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

GMAR Members:  
\$79.00

Non-Members:  
\$99.00

Please call (248) 478-1700 or (248) 879-5730

register online at [WWOCAR.com](http://WWOCAR.com)  
(members please login for discounted pricing)

## Earn the SFR Certification

Designed for real estate professionals at all experience levels, the National Association of REALTORS® (NAR) Short Sales and Foreclosure Resource certification, or SFR for short, gives you a framework for understanding how to:

- Direct distressed sellers to finance, tax, and legal professionals
- Qualify sellers for short sales
- Develop a short-sale package
- Negotiate with lenders
- Tap into buyer demand
- Safeguard your commission
- Limit risk
- Protect buyers
- As many agents can attest, your ability to close short sales and foreclosures depends in part on your confidence in seeing these transactions through. Begin building your confidence today with SFR!

Approved for 6-hours of Michigan Continuing Education and 2-hours of Legal Credit!  
Topic Approval #: L1367 & L5142 School Approval #: 303

### 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!**