

# Short Sales & Foreclosures: What Buyer's Representatives Need to Know

## FORECLOSURE

**Thursday,  
April 29, 2010**

The Riverhouse, Bend, Oregon  
8:30 a.m. - 4:30 p.m.  
(Held in conjunction with the  
spring 2010 Oregon GRI program)



### COURSE INSTRUCTOR

Pili Meyer, ABR of Port Angeles, Washington will instruct the Foreclosure course. Pili has been an instructor



for the Washington Association of REALTORS® since 1993. She also is an instructor for the Oregon GRI program.

An Accredited Buyer Representative elective course\*

***This course is offered by the Oregon Association of REALTORS® at a reduced tuition as part of NAR's Right Tools Right Now program!***

The sharp increase in real estate foreclosures and pronounced lag in home sales has fundamentally changed the concerns and needs of today's real estate buyers and sellers. This course will not only show you how to spot opportunities for buyer-clients in this market segment, but also will teach you how to counsel home-buying clients on the perils of risky finance programs. The course covers a wide range of topics including how to protect your buyer-clients from foreclosure, the process of short sales, REO properties and how to perform an initial needs assessment for a buyer-client considering a foreclosure property.

### SESSION INCLUDES COURSE MATERIALS AND COFFEE BREAKS

**Continuing Education Credit**  
5 hours required; 2 hours elective

**Tuition: *Take advantage of this special Right Tools Right Now pricing!***

\_\_\_ Early bird pricing is just \$29 (Register by April 13) \_\_\_ Tuition (after April 13) is \$40

Name \_\_\_\_\_ Nickname for badge \_\_\_\_\_

Enclosed is my check for \$ \_\_\_\_\_ (Make checks payable to OAR)

Firm \_\_\_\_\_

Charge my bank card (Visa, Am. Ex. or MasterCard only)

Firm Address \_\_\_\_\_

Charge \$ \_\_\_\_\_ Expiration Date \_\_\_\_\_

City / State / Zip \_\_\_\_\_

Bank Card # \_\_\_\_\_

Telephone (Firm) \_\_\_\_\_ Fax (Firm) \_\_\_\_\_

Billing Address \_\_\_\_\_

E-mail Address \_\_\_\_\_

Signature \_\_\_\_\_

In order to better accommodate your needs, do you have a disability that will require special auxiliary aids and/or services at this meeting?  Yes  No

If yes, please explain: \_\_\_\_\_

**Mail to:** Oregon REALTORS®, P.O. Box 351, Salem, OR 97308 **Fax:** 503/362-9615 (VISA, Am. Ex. and MasterCard registrations only.)

**To register on-line, go to:** [www.oregonrealtors.org](http://www.oregonrealtors.org)

\* The Foreclosure course satisfies the elective requirement for the ABR designation. You must also take the two-day ABR core course to complete the requirements. **Questions about ABR? Visit [www.rebac.net](http://www.rebac.net)**