

## **Foreclosure & Short Sale Symposium**

This is an advanced course intended for members that have attended "basic" courses before that desire more info/advanced info. It is also an excellent in-depth course for the new agent.

- ❑ Detailed Review of the timeline of a foreclosure including review and how to read the critical docs (Lis Pendens, Final Judgment, Certificate of Title, Advertisement of sale, etc.)
- ❑ In-depth Marketing plan that can be implemented right away to attract SELLERS that are in need of assistance
- ❑ In-depth Marketing plan that can be implemented right away to attract BUYERS that want to purchase foreclosure homes
- ❑ Specific review of the short sale process including: documents in a short sale submission package and how to submit them, how to handle/control the bpo, how to handle/control your seller, how to handle 2<sup>nd</sup> mortgages and UCC filings, etc.
- ❑ Risks and Rewards...to the agent, the buyer, and the seller (including discussion of 1099 phantom income, deficiency judgments, and signing personal notes)

Approved by FREC and DBPR for 7 hours of continuing education for real estate agents in Florida, category: specialty. (being reviewed for re-approval)

Current costs:

Speaking Honorarium \$25 Per Attendee, Minimum \$500 (can also present this course as a "joint venture" between your association and Andy Tolbert, please call to discuss the possibilities)

Mileage if outside of Seminole County at current IRS rates

Credit Hour Processing: \$1.00 per person to cover costs of certification

Booklet cost: \$2 per booklet

For locations more than 2 hours drive, hotel accommodations may be requested

We will also market this event to our database to put attendees in the room.

This event is a perfect opportunity for getting sponsors such as a home warranty company or a title company.

***"Andy is certainly the expert on this pertinent information in today's market. She makes a very dry subject into something very interesting and meaningful. I have taken another class of hers before – that's why I'm back – worth the time!"***

Karen Kull, Realtor