

# REO, Short Sales and more!

## *Relevant Topics in Today's Changing Market*

*For over 16 years, instructor Cathy McDaniel has worked with buyers and sellers from coast to coast in real estate and mortgage transactions. She brings a wealth of knowledge and experience about Short Sale and REO transactions, and property management that will help transition your career and position you to be successful in today's changing real estate market. Cathy was recognized as the 2008 Educator of the Year by the Georgia Real Estate Educators Association and currently serves on the Georgia Association of REALTORS® (GAR) Course and Instructor Development Committee.*

### **Challenging Economic Times Present Extraordinary Opportunities!**

Georgia MLS Training Institute has partnered with Cathy McDaniel to bring you relevant courses that provide essential information to help you maintain a successful real estate career in today's changing market.

**Hot** Topics Include:

*BPO REO  
Short Sales*

#### ***Latest Development In The News***

*"As of October 2010 foreclosure inventories were 7.4 times greater than historical averages and rising."*

Industry sources state the need for lenders, mortgage servicers and real estate professionals to work together.

High loan defaults, declining home values and rising short sales and foreclosures are showing little sign of easing. Today's market requires real estate professionals to acquire different skills. Real estate companies need to be full service providers knowledgeable in short sales, BPOs and REOs to maximize financial recovery for holders of troubled assets and REO portfolios, and serve the needs of buyers.

Register for the latest short sale, BPO and REO laws, guidelines, procedures and checklists to be successful in today's current real estate market.

***Learn from industry expert Cathy McDaniel. Register today!***

**GAMLS Corporate**  
1414 Montreal Road  
Tucker, Georgia 30084  
**770-493-9000**  
**770-621-2211 Fax**

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1600 River Park Blvd.  
Suite 104  
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## REO COURSE DESCRIPTIONS

*After completing the REO class you will receive over 60 BPO and REO company resources to work with in order to get your business moving in the REO arena.*

### **REDUCED PRICE!** REO SPECIALIST – WORKING WITH BANKS AND LENDERS IN LISTING AND SELLING REO PROPERTIES

Learn the details of REO (Real Estate Owned) assignments, the purpose of a Broker Price Opinion (BPO), and working with REO asset management. Learn how to manage and market REO property, and how to work with REO buyers. Examine the techniques of the top five REO sellers. Review the characteristics of REO property sold “As Is”, various seller contingencies, and the offer and closing process. Learn about “buy and repair” programs available for REO properties, financing products, and new laws and regulations.

### THE ART OF UNDERSTANDING CRITICAL CONTRACT CLAUSES (INSTRUCTIONS FOR SELLING, BUYING AND CLOSING THE DEAL)

**New!** Learn how REO, traditional, new construction, estate and short sales differ. Understand the differences between contract clauses, special stipulations, disclosures, contingencies, obligations, addendums, exhibits and notice to perform. Examine various contract clauses such as: “as is”, inspection, assignment, value, financing, title, Fannie Mae, Freddie Mac, HUD Home, VA, Bank of America and Wells Fargo REO sales. Review agency and fiduciary duties. Learn tips for writing an offer and negotiating acceptance. Examine examples of fraud and fair housing discrimination. This class is a must for any agent involved in the REO market!

## BPO COURSE DESCRIPTION

### GUIDELINES FOR PERFECTING YOUR BPO REPORT

Learn the various components of a Broker Price Opinion (BPO). Complete a superior BPO that contains accurate and clear data selections that support the value conclusion with no uncertainty about the subject property, neighborhood or comparable properties. Over 10,000 BPOs are ordered daily, learn how to successfully perform this much needed function.

## SHORT SALE COURSE DESCRIPTIONS

### LAUNCHING THE SHORT SALE UNDER THE S.A.F.E. ACT

Learn the importance of early intervention, default counseling, and the details of the Secure and Fair Enforcement for Mortgage Licensing (S.A.F.E.) Act including curable and incurable loss mitigation defaults. The qualifications, procedures and necessary documents to work with loss mitigation will be discussed. An overview of the tasks that real estate professionals are allowed to perform in short sale transactions under the new S.A.F.E. Act law will be covered. Students will also learn about the various clauses, lender discount guidelines, the US Treasury’s Home Affordable Foreclosure Alternative (HAFA) program, and working with buyers regarding deficiencies under the Mortgage Forgiveness Act of 2007. Detailed reading material and resources on loss mitigation programs for Fannie Mae, Freddie Mac, FHA, VA, FDIC, credit unions and credit restoration will be provided.

### UNDER SIEGE: BALANCING REOS AND SHORT SALES

Gain a better understanding of the new laws and skills needed to handle REO and short sale transactions including the paperwork involved. Changes in the mortgage arena, down payment assistance programs and closing the transaction will be addressed. This course will also cover credit, credit scores, budgeting, rebuilding our communities, scams and fraud.

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**Toll Free 1-800-289-1214**

**www.GeorgiaRealEstateSchool.com**

# BPO / REO / Short Sales Course Enrollment Form



SELECT	DATE	TIME	LOCATION	CREDIT	COST
<b>Guidelines for Perfecting Your BPO Report</b>					
_____	Wednesday, March 7	9:30 a.m. – 4:30 p.m.	Corporate / Tucker	6 hours credit	\$69
<b>REO Specialist – Working with Banks and Lenders in Listing and Selling REO Properties</b>					
_____	Tuesday, March 6	9:30 a.m. – 4:30 p.m.	NAMAR / Duluth	6 hours credit	\$129
<b>The Art of Understanding Critical Contract Clauses (Instructions for Selling, Buying and Closing the Deal)</b>					
_____	Monday, March 5	9:30 a.m. – 4:30 p.m.	MSAR / Morrow	6 hours credit	\$80
<b>Launching the Short Sale Under the S.A.F.E. Act</b>					
_____	Friday, March 9	9:30 a.m. – 12:30 p.m.	Corporate / Tucker	3 hours credit	\$40
<b>Under Siege: Balancing REOs and Short Sales</b>					
_____	Friday, March 9	1:30 p.m. – 4:30 p.m.	Corporate / Tucker	3 hours credit	\$40

**ADVANCE REGISTRATION REQUIRED.**  
*Please Note: In order to receive continuing education credit, you must be ON TIME, SIGN THE ROSTER and REMAIN IN CLASS for the entire session.*

### REGISTRATION INFORMATION • INCOMPLETE FORMS WILL NOT BE ACCEPTED.

Date of Birth \_\_\_\_\_ Last Four of S.S.N. \_\_\_\_\_ Email Address \_\_\_\_\_  
 Name \_\_\_\_\_ R.E. License # \_\_\_\_\_  
 Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 County \_\_\_\_\_ Home Phone \_\_\_\_\_ Work Phone \_\_\_\_\_

### PAYMENT INFORMATION

Please Make a Selection • *Payment must accompany application*

Cash \_\_\_\_\_ Check \_\_\_\_\_ MasterCard \_\_\_\_\_ Visa \_\_\_\_\_

Cardholder Name \_\_\_\_\_

Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature Required \_\_\_\_\_ Date \_\_\_\_\_

**REFUND POLICY**  
 Course fee is non-refundable and non-transferable.

**PAYMENT TOTAL:**  
 \_\_\_\_\_

### FAX, MAIL OR BRING YOUR COMPLETED APPLICATION TO THE CORPORATE CENTER.

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