

# SAR Continuing Education

## DATE

Thursday- Friday  
February 23-24, 2012

## TIME

9:00am - 4:00pm - Day 1  
9:00am - 12:00pm - Day 2

## LOCATION

SAR Mack Powell Auditorium

## COST

\$299 Members & Non-Members  
if paid by Wednesday, February 22

\$325 Members & Non-Members  
if paid after Thursday, February 23

Not a Broker Tuition Card class

## CREDIT

9 Hours DRE Credit  
(Consumer Protection)

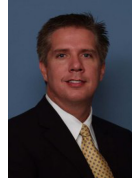
## TO REGISTER

Register online at [ims.sacrealtor.org](http://ims.sacrealtor.org)  
or fax with payment to 779-3945.

Questions: 437-1210

\*24 hour cancellation notice needed to receive refund.

# Distressed Properties Professional Designation



Instructor: Chris Wigley, DPP



In today's market, real estate professionals must either expand their business or face a diminishing career. Long considered a burden, the world of distressed properties is growing. Understanding the complexities of Short Sale, Foreclosure, Auction, and REO properties can now lead to a lucrative and fulfilling profession. The Distressed Properties Professional course was designed to teach agents the skills to work with these types of properties. Providing you with clear, concise examples, this course will cover all you need to successfully navigate the ins and outs of distressed properties.

### Material to be discussed includes:

- Preparing the short sale package
- Understanding short sale contracts
- Marketing yourself for a short sale listing
- Calculating the probability of a successful short sale
- Communicating with the asset management department
- Working with basic and advanced foreclosures
- Understanding of Broker Auction Registration
- Requirements of representing a client at auction
- Setting up auctions
- Purchasing REO properties successfully
- Becoming a REO/foreclosure listing agent

Please note: This designation is not recognized by NAR.

All Distressed Properties Professional Agents will receive the DPP Designation which includes a course textbook, a certificate of completion, access to Member's Login for the forms package, photo and direct contact information listed on [www.DistressedPropertiesProfessional.com](http://www.DistressedPropertiesProfessional.com) and access to the DPP support staff to answer your questions and give you guidance even as the market continues to change.

Once designated a Distressed Properties Professional (DPP), you will see these properties as a golden opportunity for financial and business success.

This course is sponsored by the Sacramento Association of REALTORS®. However this sponsorship does not constitute an endorsement of the views or opinions which are expressed by the instructor, authors or lecturers.

SACRAMENTO



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SACRAMENTO  
CA 95825-0176

ASSOCIATION OF REALTORS®

For a complete schedule of classes,  
visit [www.sacrealtor.org](http://www.sacrealtor.org)

## REGISTRATION FORM

DPP - February 23-24, 2012

NAME

COMPANY

ADDRESS

CITY

EMAIL

PHONE

METHOD OF PAYMENT: (Please check one)  VISA  MASTERCARD  AMEX  DISCOVER  CHECK (MAKE CHECK TO SAR)

AMOUNT ENCLOSED: \$ \_\_\_\_\_

ACCOUNT NAME

ACCOUNT NUMBER

SIGNATURE

EXPIRATION DATE

SECURITY CODE