



*“Any licensee who is considering offering brokerage services in a short sale transaction is **strongly encouraged** to first take one or more of several approved continuing education elective courses in this subject **before** attempting to represent any consumer in a short sale transaction, particularly a distressed property owner.”*

– 2011-2012 NCREC Mandatory Update Course, pg.1

“If an agent does not want to commit to the substantial amount of time that may be required to handle such a transaction or believes s/he lacks sufficient knowledge to properly assist the seller or buyer in a short sale, the agent may refer the owner to a broker with more expertise in such transactions.”

– 2011-2012 NCREC Mandatory Update Course, pg.4

HAFSA SHORT SALES: THE COMPLETE STORY (US Treasury, Fannie Mae & Freddie Mac Programs)

NCREC Course # 3079

Instructor: Tom Daniel

Due to the recent economic crisis, the number of short sales on the market is rising. This increase in the number of short sales and the short sale process itself present a number of challenges for REALTORS®.

This newly developed **one-day course** from the National Association of REALTORS® provides current and detailed information about the U.S. Treasury, Fannie Mae and Freddie Mac implementation of the **HAFSA (Home Affordable Foreclosure Alternatives)** program. Since 2007, short sales have been an unfortunate but widespread fact of many real estate marketplaces, and these newly introduced programs assist homeowners who need to sell their homes. This course will give you the tools to assist your clients in processing short sales more efficiently.

Under HAFSA:

- Short sales can be pre-approved within 30 days
- Purchase contract approval within 14 days
- Sellers must be released of all liability
- Sellers receive \$3,000 in relocation expenses
- Listing the home is required
- Your commission is protected

You'll Learn:

- Seller and loan eligibility requirements
- How to qualify your seller
- The HAFSA required time-lines
- Incentives for sellers, servicers, investors and subordinate lien holders
- Required contract language for listings and purchase agreements
- How to counsel a short sale buyer to streamline the process

If you want the best, most up-to-date information on the government's HAFSA programs, take the course with the REALTOR® seal of approval.

The HAFSA Short Sales course counts as a 4-hour elective credit toward your real estate license renewal and also counts as one REBAC elective course to be applied towards the Accredited Buyer's Representative (ABR®) designation.



SHORT SALES — THE COMPLETE STORY (HAFA SHORT SALES COURSE)

Registration Form

[PLEASE PRINT CLEARLY]

Name: _____

Company: _____

Address: _____

City/State/Zip: _____

Primary Phone: _____ Secondary Phone: _____ Fax _____

Email: _____

Real Estate License No.: _____

NRDS ID: _____

(NRDS—National REALTOR® Database System. Contact your local REALTOR® Association for your NRDS ID)

COURSE DATE(S): _____ **Wednesday, February 8, 2012, 9:00 am — 4:00 pm**

COURSE LOCATION: _____ **Holiday Inn Express, 101 Express Drive, Reidsville, NC 27320**

REGISTRATION FEE: \$125.00

PAYMENT:

Enclosed is my check made payable to TOM DANIEL SEMINARS

Charge my VISA MasterCard Discover

Cardholder's Name: _____

Card No.: _____

Exp. Date: _____ 3 digit number on the back of your credit card : _____ Amount: _____

Signature: _____

REGISTER BY MAIL: TOM DANIEL SEMINARS, 2003 Manderley Court, Charleston, SC 29414

REGISTER BY PHONE: 888-769-9692

REGISTER BY FAX: 843-763-6900

SCAN AND EMAIL: tjd1947@earthlink.net

No refunds will be made; however, you may change to a different class subject to space availability if notice is given at least 5 days prior to your scheduled class. (No Exceptions!)