



## Next CFAC<sup>SM</sup> Designation Course Las Vegas Short Sale Training

**Certified Foreclosure Alternatives Consultant<sup>SM</sup>**

**Trainers: Jan O'Brien, Steven Kitnick, & Attorney Robert Noggle**

**Wednesday, April 20<sup>th</sup>, 2011 | 9am to 4pm includes Lunch**

**Location: iMortgage 9139 W. Russell Rd., #100, Las Vegas, NV 89148**

**Just West of the 215 Beltway at W. Russell Rd. in the Desert Canyon Business Park ~**

**Look for the Johnson, Jacobson, Wilcox Building ~ entrance on west side of bldg.**

**From 215 Beltway exit Russell Rd., take Jerry Tarkanian Way to W. Oquendo Rd**

**\$109 (Reg. \$229 ~ Save \$120) [Register ONLINE Now](#) or call (702) 255-8722**



Once you complete the Certified Foreclosure Alternatives Consultant<sup>SM</sup> Designation Course, you'll be a trained consultant who understands the alternatives to foreclosure with an emphasis on the short sale process. A CFAC<sup>SM</sup> genuinely cares about **their clients**, always places the clients' interest above their own, and never ventures outside of the scope of their expertise.

A CFAC<sup>SM</sup> encourages clients to partner up with other trusted advisors such as attorneys, CPA's, and financial consultants. A CFAC<sup>SM</sup> educates the client so they can make an informed decision as to what's in their "best interests." If the client determines that the short sale is their best option, no one is better trained to successfully process a short sale transaction than a CFAC<sup>SM</sup>.

### Is a short sale the answer to your client's situation?

- What liability will you incur if you recommend a short sale without exploring alternatives?
- What are the alternatives to foreclosure?
- Why should you partner with attorneys, CPA's and other trusted advisors?
- How do you reduce the potential risk and legal liability when processing and negotiating a short sale?
- What are the options for negotiating a short sale? Who can legally do it?

### Course content includes:

- *Using the Educational / Consultative Approach*
- *Advanced Communication & Negotiation Techniques*
- *Current Market Trends*
- *HARP, HAMP, HAFA*
- *Options for Remaining in the Home*
- *Options to Sell or Give Up the Property*
- *A Complete Short Sale Listing System*
- *Effectively Working With Short Sale Buyers*
- *Loss Mitigation and Servicer Processing Tips*
- *How to Reduce Your Risk & Liability in Today's Market*
- *Potential Legal & Tax Ramifications for the Short Sale Seller*
- *Implementing the CFAC<sup>SM</sup> Business Model for Your Continued Success*



This course is sponsored by Steven Kitnick Seminars, LLC and is approved by the Nevada Real Estate Commission for continuing education credit. Cancellation/Refund Policy. There are no refunds.