



Next CFACSM Designation Course Las Vegas Short Sale Training Certified Foreclosure Alternatives ConsultantSM

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

Wed. February 23rd, 2011 | 9:00 am to 4:00 pm includes Lunch

Location: Toll Brothers ~ Traccia Clubhouse ~ Summerlin

11350 Merado Peak Dr., LV, NV 89135

From 215 Beltway exit Sahara Ave. ~ just west of the 215 ~ across from the entrance to Red Rock Country Club

\$109 (Reg. \$229 ~ Save \$120) register before February 18th, after \$149.

[Register ONLINE Now](#) or call (702) 255-8722



once you complete the Certified Foreclosure Alternatives ConsultantSM Designation Course, you'll be a trained consultant who understands the alternatives to foreclosure with an emphasis on the short sale process. A CFACSM genuinely cares about their clients, always places the clients' interest above their own, and never ventures outside of the scope of their expertise.

A CFACSM encourages clients to partner up with other trusted advisors such as attorneys, CPA's, and financial consultants. A CFACSM 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 CFACSM.

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 CFACSM 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.