

A Floyd Wickman Team Workshop

What Every Agent Needs To Know About SHORT Sales!

What is a SHORT Sale?

A short sale is when a lender will accept less than what is owed on the property to satisfy the note and release the lien.

How do Real Estate Agents benefit from Short Sales?

Increased Sales & Increased Earnings from SALEABLE listings! This workshop will teach you how to handle all aspects of a difficult situation with the end result being the best possible resolution for all parties involved.

3-CE Credits!

Thursday, March 27, 2008

Holiday Inn
615 E. Front Street
Traverse City, MI 49686

1:00PM – 4:30PM

Presented by:

RW Web Solutions, LLC

Sponsored By:

www.BlueLaVaMedia.com



A [Traverse City Virtual Tour](http://www.TraverseCityVirtualTour.com) company and property marketing expert.

Featuring:

Will Weaver

Floyd Wickman Team Certified Speaker/Trainer

Why is this workshop different?

Because it's taught from the real estate agent's perspective
NOT the investor's! You will Learn:

- **How to Find Prospects for a Short Sale**
 - **The 3 Phases of a Property in a Foreclosure**
 - **Why a Short Sale versus Foreclosure**
 - **How to not get squeezed out of the transaction**
 - **How to protect your Commission**
 - **How to submit a Short Sale Package to the lender**
 - **The 9 Vital Steps in Working a Short Sale**
 - **The Benefits of a Short Sale to the Seller**
 - **The Top 10 Short Sale Opportunities**
 - **How to Double Dip your Short Sale Listings**
- How To List Saleable Listings in Today's Market**

Price: Only \$59 per person
3-CE Credits!

WWOCAR, Sponsor # K303, 3-CE credits Topic Approval # K1020

Past Attendees Say It Best....

The success my agents are experiencing as a result of attending the Short Sale Seminar is exciting. In our declining market where agents are struggling, it was fantastic to see them motivated to reinvent their real estate business. One agent had 2 listings the day after attending the seminar!

Tanya Watson, Owner - Sellstate Performance Realty

"I can truly say that this has been the BEST Short Sales seminar that I've ever attended! Will is an incredible speaker the material he covered was phenomenal. I highly recommend this course to all the realtors that are "Committed" to the real estate industry.

Martha Pomares, ABR, CIPS, CRS, GRI, TRC

Broker/Owner

President Elect-REALTOR Association of Greater Miami and the Beaches

ShortSalesWorkshops.com or call 954-693-0275