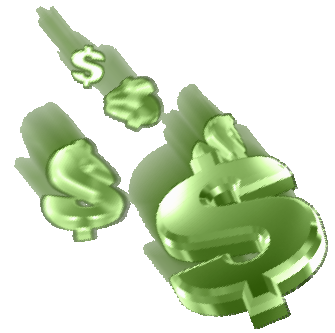


OBSERVATIONS

from the desk of Mildred Wilkins, (FIS)...

NAR Funds Foreclosure Intervention

Talk about the *Right Tools at the Right Time*. NAR has shown up like the Calvary. Boards across the country can receive the money needed for foreclosure training from a new program announced by NAR on March 1, 2009.



Foreclosure Intervention and Response Program (FPR)

If you missed the webinar which launched this program on March 1st you'll want to log on now to the NAR website to get the particulars.

Uncomplicated Process

NAR has made it very easy to apply for grants for your training. The application is very straight forward but funds cannot be used for "activities completed prior to this application and its approval." Additionally, local boards will need to coordinate with the state board before submitting a grant request.

How uncomplicated. We at HOM have prepared four (4) proposals for your consideration based on the recommendations of Lora Able, Director of Education for Charleston Trident Association of REALTORS.

She also has some creative ideas for utilizing the grants as seed money to offer the (FIS) program multiple times. Doing so would allow boards who continue offering the course to build a network of agents competent in short sales. She can be reached at: (843) 760-9400, ext 125 or Lora@CharlestonRealtors.com.

Professional Training

According to the NAR website, the FPR grants may be used to "fund virtually any new activity chosen to address the foreclosure crisis". They specifically state to "provide REALTORS with short sales and foreclosure training opportunities."

Our Recommendations:

Mastery Series: (FIS) Foreclosure Intervention Training

(3-day and 2-day trainings)

1-a Short Sale and BPO: Comprehensive Training

Empowering REALTORS from A to Z

Budget: \$11,000

- 1-b Foreclosure Intervention Ethics/Loss Mitigation
And Getting to the Closing Table

Budget: \$8,000

Community Series: A Chance for REALTORS to Give Back to the Community

- 2 “Buying TIME”—When Money is Running Out

Budget: \$3,500 (Per Session)

- 4 Utilizing Public or Government Access Television to REACH

Budget: \$4,000 (Plus Cost of Taping)

Introductory Series: Courses on Foreclosure-Related Subjects

(2 hour courses)

(Suitable for a convention, regional meeting or GRI)

- 5-a Four (2 hour) sessions

Budget: \$6,500 (including handouts for 100 @each session)

- 5-b Three (2 hour) sessions

Budget: \$5,500 (including handouts for 100 @each session)

- 5-c Two (2 hour) sessions

Budget: \$4,500 (including handouts for 100 @each session)

- 5-d One (2 hour) session

Budget: \$3,500 (including handouts for 100 @each session)

Course A—Re-inventing Yourself in Today’s Market

Course B—Buying REO is Risky Business

Course C—“Buying TIME”—When Money Is Running Out

Course D— Fair Housing in a Changing Market

Course E—The “Short Sale” Division

Course F—Predatory Lending 101

Course G—Getting to the Finish Line with an Upside Down Listing

Course H—Listing an Upside Down Property

Course I—Buying an REO: A Skills Test

Course J—Pre-foreclosure—What’s a Buyer’s Agent to Do?

Course K—Nobody Told Me That Was Mortgage Fraud

Course L— Getting to the Closing Table

Course M— Short Sale: Not Your Typical Transaction

**Exploratory Series: Foreclosure Courses: Preparing REALTORS for Today’s
Market (4 Hour Courses)**

6-a Two (4 hour) sessions same day

Budget: \$6,000

6-b One (4 hour) session from this series

Budget: \$4,000

Course N—Foreclosure: Changing the Landscape

Course O—Foreclosure 101: Challenges Created by a Changing Market

Course P— Short Sale: Not Your Typical Transaction

Course Q—Hitting the Number (the one a buyer will pay)
Secrets to a Professional Broker Price Opinion (BPO)

Course R—Buying REO is Risky Business

Course S—“Buying TIME—When the Money is Running Out

Course T—Don’t Buy Blind: When the Seller is a Lender/Insurer

**Empowerment Series: Empowering REALTORS with the Information to be
Effective (8 Hour Courses)**

7-a Short Sale “Primer”

Budget: \$5,000 (For 100 Agents)

7-b PALM—Practical Application of Loss Mitigation

Budget: \$5,000 (For 100 Agents)

7-c REALTOR's Guide: Foreclosure 101

Budget: \$5,000 (For 100 Agents)

7-d Information coming soon.

**Webinar Series: Teaching REALTORS from the Comfort of their Computers
(2 Hour Courses)**

3 Webinar Series

Budget: \$10,500

Course A—Re-inventing Yourself in Today's Market

Course B—Buying REO is Risky Business

Course C—“Buying TIME”—When Money Is Running Out

Course D— Fair Housing in a Changing Market

Course E—The “Short Sale” Division

Course F—Predatory Lending 101

Course G—Getting to the Finish Line with an Upside Down Listing

Course H—Listing an Upside Down Property

Course I—Buying an REO: A Skills Test

Course J—Pre-foreclosure—What's a Buyer's Agent to Do?

Course K—Nobody Told Me That Was Mortgage Fraud

Course L— Getting to the Closing Table

Course M— Short Sale: Not Your Typical Transaction

Delivery in Real time

Programs cannot be funded which have already occurred. However, the grant form indicates that you could get an answer in as little as 30 days after you submit your request. We recommend you call us to ‘pencil in your desired training date’ as soon as you make a decision. The sooner you apply, the sooner you'll be able to get a decision and move forward with a contract to confirm your event to deliver programs funded under this timely grant.

First Steps

Consider the possibility. Review the four (4) proposals which accompany this article and decide which of them you'd like to implement. We have already completed the grant details, as required by NAR. Allow HOM to pencil in your desired date(s) which we will hold with a "48 hour first right of refusal" until either your grant is confirmed or someone else requests the same date. In any case, you'll have the chance to sign a contract before anyone else does for the dates you'd really like to have.

Our goal at Home Ownership Matters has been foreclosure intervention for the past seven years. As an established company, we are not an upstart which just emerged to join the 'party'. We'd be pleased to have the opportunity to partner with you in your efforts to deliver quality education to your members as well as your local community. If you have other ideas or need help with follow-up please do not hesitate to call Mildred at (866) 507-5105 or email Heather at meade.heather@gmail.com.

NAR and HOM—teaming up to offer you “The Right Tools, Right Now”



Mildred Wilkins

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