

Foreclosure 101 Challenges Created By A Changing Market



REALTORS® are facing new challenges as they work in a real estate environment with an ever-increasing number of defaulted and foreclosed properties. Many homeowners owe more on the home that they are trying to sell than it's current resale value, which dramatically changes the way a transaction can be handled.

Mildred Wilkins, President of Home Ownership Matters, and designer of the Foreclosure Intervention Specialist certification, brings a real “how-to” course to Belmont County and Steubenville Area members. Wilkins is recognized as a national expert on the issues of predatory lending and foreclosure intervention. Wilkins is in demand as a foreclosure intervention trainer by real estate professional and attorneys across the nation. Wilkins authored the book: “The Answer Book in a Foreclosure Climate,” to be released in the fall of 2007.

You will learn...

- To recognize where the consumer is in the legal process.
- To identify viable options to consider for intervention
- To identify and take corrective action to avoid the more common mistakes associated with selling in this climate.
- To access your extensive resources.
- To recognize specific steps to work towards reducing foreclosures in your community as a way of strengthening the real estate market.

Tuition: \$20.00/members, \$35.00/non-members
Date: August 14, 2007 Location: Cadiz Country Club
Time: 8:30 am – 4:00 pm
Seating is Limited –so call today for registration
Contact: Jo Ann McClain at 740-264-0001