

Jefferson County Association of REALTORS

offers another seminar

by Foreclosure Specialist Mildred Wilkins

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, former Fannie Mae Broker-Specialist and creator of the Foreclosure Intervention Specialist certification, brings a real “how-to” course to Nebraska REALTORS Association members and others. 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 professionals and attorneys across the nation. Wilkins has authored the book: “The Answer Book in a Foreclosure Climate,” to be released in the fall of 2007.

You will learn...

- Learn how the lender’s loss mitigation shop works, what are their goals and how to provide them what they NEED to get what you WANT: an accepted short sale.
- Be able to recognize where the consumer is in the legal process based on an understanding of your states’ foreclosure process.
- Review specific portions of the NAR Code of Ethics which are likely to prove problematic.
- Gain clarity on the impact of a bankruptcy filing and the possible listing of a home.
- Identify and take corrective action to avoid the more common mistakes associated with selling in this climate.

Date: November 9, 2007 Time: 8:00 am – 12:00 noon

Location: 950 Wadsworth Blvd., Lakewood, CO 80214

Tuition: \$40.00

Seating is Limited –Contact Cindy Goins Soon!! at (303) 233-7831