

*Kentucky Association of REALTORS*

*to offer*

# **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 Kentucky Association of REALTORS 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 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: Included in Convention Registration**

**Date: September 26, 2007    Location: Lexington Hyatt Regency**

**Time: 1:00 pm – 4:00 pm**

*Seating is Limited –*

**Contact: Anetha Dunn at 1-800-264-2185**