

Home Ownership Matters Presents

SHORT SALE TRAINING



Stop telling potential clients
there is nothing you can do!

There IS!!!

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Short Sale Training
Four hour continuing education credit

- I. Foreclosure Overview.....15 minutes
- II. The Main Event.....30 minutes
Explains the role of the Realtor, Borrower, and Lender's Loss Mitigation Department in the Short sale process.
- III. The Listing.....30 minutes
Illustrates how to successfully list a property for Short sale with sample documents.
- IV. The Lender's Package.....45 minutes
Includes explanation and sample documents of correspondence to Lender, market analysis, and marketing.
- (Break.....15 minutes)
- V. Federal Regulations.....50 minutes
Current mortgagee letters covering the HUD Loss Mitigation program.
- VI. The Hardship Package.....15 minutes
Explanation and sample of documents needed for Lender's Loss Mitigation Dept. to decide eligibility for Short Sale.
- VII. Glossary.....10 minutes
Explanation of important terms associated with Short sale and foreclosure.
- VIII. Questions and Answers.....30 minutes
Class discussion and clarification highlighting major points of training course.