



**March 17, 2010**  
**THE MULTNOMAH ATHLETIC**  
**CLUB**

**Instructed by:**  
**Robert Morris, CRS**

**CRS 111: Short Sales**  
**and Foreclosures**



**Presented by**  
**OREGON CHAPTER,**  
**COUNCIL OF RESIDENTIAL**  
**SPECIALISTS**

Working with buyers and sellers of distressed properties can be frustrating and time consuming, but also rewarding. **Short Sales and Foreclosure** course provides REALTORS® with practical approaches to the pre-foreclosure and and foreclosure processes that will result in the successful disposition of these properties. The course explains the intricacies of the short sale and foreclosure processes, as well as the roles of lenders, sellers, buyers, and cooperating agents involved.

- **NEGOTIATE SUCCESSFULLY** with financial institutions
- **SELL AND LIST REO** and short sale properties
- Help clients **MAINTAIN POSSESSION** of their homes
- Implement a **STEP-BY-STEP** process for counseling clients

This course earns one unit of credit toward the CRS Designation, and completes the core course requirement for the NAR SFR Certification.

***instructor\****



Robert is a Senior Instructor for the Council of Residential Specialists (CRS) of the National Association of REALTORS®, and serves on the Board of Governors as well as several other committees. Robert is also a LTG Course Facilitator/ Instructor for the Women's Council of REALTORS®. He is an active member in several national real estate organizations.

Founder and President of Robert Morris Seminars, Inc., Robert develops, writes and conducts numerous courses to meet the needs of REALTORS® in the rapidly changing world of real estate. Robert has taught personalized courses to thousands of REALTORS® across the country and is committed to helping REALTORS® become more knowledgeable in all facets of the real estate industry.

*\*CRS Instructors are subject to change due to unforeseen circumstances.*



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# SHORT SALES AND FORECLOSURES: PROTECTING YOUR CLIENTS' INTERESTS

March 17, 2010 The Multnomah Athletic Club, Portland

## CRS STATE CHAPTER MEMBER

- Register before March 3, 2010 \$175.00  
 Register after March 3, 2010 \$225.00  
 On-site (if space available) \$275.00

## **NOT AN OREGON CHAPTER CRS MEMBER?**

Join now to qualify for your \$50.00 discount on all Oregon CRS courses! **You must be a member of the Council of Residential Specialists to join the Chapter.**

- Yes, I will join both the Council (\$60.00 introductory year membership) and the Chapter (\$45) at the class and receive the member price for the class. (Note: Only send in your class registration payment at this time. Payment for membership dues will be taken at the class.)**

## NON-STATE CRS CHAPTER MEMBER

- Register before March 3, 2010 \$225.00  
 Register after March 3, 2010 \$275.00  
 On-site (if space available) \$325.00

**MAIL REGISTRATION TO:** Oregon Chapter CRS; 825 NE Multnomah, Ste. 1145; Portland, OR 97232  
**OR, FAX REGISTRATION TO:** 503-295-2194

Name \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
City/State/Zip \_\_\_\_\_  
Phone \_\_\_\_\_  
Fax \_\_\_\_\_  
E-mail \_\_\_\_\_

## PLEASE INDICATE METHOD OF PAYMENT:

- Enclosed is my check for \$ \_\_\_\_\_  
Make check payable to Oregon Chapter CRS.
- Charge my Visa or MasterCard (circle one) for \$ \_\_\_\_\_  
Card # \_\_\_\_\_  
Exp. Date \_\_\_\_\_  
Name as it appears on card \_\_\_\_\_  
Signature \_\_\_\_\_

**QUESTIONS? Call 503-228-9560 or toll-free at 1-866-625-8494, or e-mail Chapter Administrator Jane Robertson at [oregoncrs@oregoncrs.org](mailto:oregoncrs@oregoncrs.org).**

## *class details*

### **COURSE SCHEDULE**

Registration: 8:00 a.m.—8:30 a.m.  
Course Hours: 8:30 a.m.—5:00 p.m.  
Lunch: Noon—1:00 p.m.

### **CANCELLATION**

In the event you must cancel your registration, your tuition is refundable less a \$50 fee if written notice of cancellation is received by March 3rd. No refunds will be issued after that date.

### **CONTINUING EDUCATION CREDIT**

You will receive 7.5 hours of continuing education credit. This class qualifies for 8 general clock hours in the state of Washington.

### **VENUE**

The Multnomah Athletic Club, 1849 SW Salmon, Portland, OR 97205

• “The short sale check list is in every one of our files. The knowledge gained in the class has allowed me to talk with stressed property owners with so much more knowledge and ease.”

John J. Ellering, Roseville, MN

• “Knowing the short sale/foreclosure process in-depth gives me the knowledge I needed in this shifted market which in turn allows me to help people in this situation.” - Purita (Tita) Garcia, Jacksonville, FL

• “I feel that every serious REALTOR® should take this course. The more educated we become on the process the smoother each transaction will become. I highly recommend this course.”

Dave Shockley, Charlottesville, VA



CHAPTER WITH A HEART

\$5 from every class registration is donated to the Oregon Chapter CRS Chapter with a Heart program. 100% of the funds are distributed to charitable organizations.