

EXPAND YOUR CLIENT BASE



Maui: Feb. 3, 2012

8:00 a.m. – 5:00 p.m.

Kahili Golf Course, Nahele Room

Presented by

Hawaii Aloha Chapter of CRS

Instructor: Frank Serio, CRS

For more information:

clancaster@hawaiiirealtors.com

(808) 733-7060, ext. 105 or 103

www.HawaiiCRS.com

Approved for 6 CE elective credits.

CRS 112:

GUIDING THE BUYER IN THE DISTRESSED PROPERTY MARKET FROM THE COUNCIL OF RESIDENTIAL SPECIALISTS

Far too many REALTORS® avoid the distressed property market – both REO properties and short sales – because they do not have the necessary skills, strategies or information to adequately guide their buyer clients through one of these transactions. This course focuses on the buyer side of a distressed property transaction. Participants will leave the course with improved knowledge and greater confidence in their ability to weave through the many complex processes involved in this type of transaction and guide their buyer to a positive result. Both new and experienced salespeople will benefit from the numerous examples of successful sales strategies which will enable them to represent their buyer in the most professional manner possible.

Upon the successful completion of this course, the student will be able to:

- **Counsel and prepare their Client to purchase a Distressed property.**
- **Find and select those Distressed Properties that meet their clients' needs.**
- **Successfully prepare and negotiate an “offer to purchase” contract.**
- **Finance REO and Short Sale properties.**
- **Qualify and work with the Listing Agent in order to avoid unnecessary delays and problems.**
- **Successfully sell REO and Short Sale properties.**

Individuals who take this course will earn 8 Education credits towards the CRS Designation and complete the core course requirement for the NAR SFR Certification.



Instructor, Frank Serio, CRS

Serio has run the gauntlet from sales associate to top producer to sales manager/trainer. During his fast-paced presentations, he shares his own experiences and the innovative ideas used by top producers internationally. He was the president of the Coastal AOR in 1997 and serves as the CRS National President

ABOUT CRS

With the CRS Designation, you become part of a network of more than 33,000 Certified Residential Specialists Designees and Candidates/General Members. To learn more about the Designation and learn more about CRS courses coming to you, visit www.crs.com. CRS one-day courses also earn you credit toward the industry's premier designation in residential real estate.

Contact Hawaii Aloha Chapter of CRS to register for GUIDING THE BUYER IN THE DISTRESSED PROPERTY MARKET today at (808) 733-7060, ext. 105 or 103.

“Mahalo” to our sponsors...



Council of Residential Specialists

The Proven Path To Success



NMLS #340467

CRS COURSE REGISTRATION FORM



Council of Residential Specialists
HAWAII ALOHA CHAPTER
The Proven Path To Success

COURSE: **CRS 112: GUIDING THE BUYER IN THE DISTRESSED PROPERTY MARKET**

Friday, February 3, 2012
8:00 a.m. – 5:00 p.m.
Kahili Golf Course, Nahele Room
2500 Honoapiʻilani Hwy., Wailuku, HI 96793
Approved for 6 CE elective credits (Hawaii)

REGISTRATION Deadline: Jan. 23, 2012
Buddy Program: CRS Chapter members who recruit a non-member to register for the class receive an extra \$25 off your tuition.

Register me for: CRS 112 on Maui

Name _____

NRDS# _____ License# _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

E-mail: _____ Designation(s): _____

REGISTRATION FEE: *Hawaii Chapter Candidate: \$199.00 Non-Member: \$225.00
 *CRS Designee & Hawaii Chapter Member: \$175.00 CE processing fee - \$10.00

***CRS Hawaii Chapter Members – Receive \$50 off if registration is received by 1/23/12 deadline. Cancellations received by 1/23/12 deadline receive a partial refund.**

Credit Card Visa MasterCard Amount: \$ _____

Name on Card: _____

CC Number : _____ Exp. Date: _____ CVC# _____

CC Billing Statement Address: _____ City: _____ State: _____ ZIP: _____

Signature _____

Send your registration to: FAX (808) 737-4977

Email: clancaster@hawaii Realtors.com

I'm a "Buddy Program" Participant
My buddy's name is: _____

Check enclosed

Make check payable to: Hawaii Aloha Chapter of CRS
1136 12th Ave., #220, Honolulu, HI 96816

For more information call: (808) 733-7060, ext. 105 or 103

Note: Your \$25 discount will be applied after the person named above has submitted their registration & payment.