

# ALPHA COLLEGE *of* Real Estate



Seminars are being held  
in conjunction with Virginia  
Association of REALTORS®  
Fall Business Meetings

## BUILD YOUR BUSINESS WITH SHORT SALES & REO'S

September 30, 2010

Hilton Virginia Beach Oceanfront  
3001 Atlantic Ave., Virginia Beach, VA, 23451



### CHOOSE ONE OR BOTH SESSION:

9 – 11 AM

#### TURNING LEMONS INTO LEMONADE IN TODAY'S REAL ESTATE MARKET

First-time buyers normally can't afford "dream" homes, but chances are they can afford to make their own by taking advantage of a REO or short sale properties. Learn how to guide your first-time clients to the right opportunity and renovation financing that works for them.

2 hours CE/PL

**Tuition: \$20**

2:15 – 4:15 PM

#### REO 101

HUD, VA and Bank owned properties are pure stress for a lot of agents, but today others are mastering and profiting from understanding the process. This course is your key to converting "stress" to successful sales.

2 hours CE/PL

**Tuition: \$20**

### Alpha College of Real Estate Registration Form

Name \_\_\_\_\_ Total Amount: \$ \_\_\_\_\_  
 Firm \_\_\_\_\_  Enclosed is my check # \_\_\_\_\_, made payable to Alpha  
 Address \_\_\_\_\_  or Charge my:  Visa  MasterCard  Discover  
 City/ST \_\_\_\_\_ Card # \_\_\_\_\_  
 Zip Code \_\_\_\_\_ Signature \_\_\_\_\_  
 Phone \_\_\_\_\_ Exp. Date \_\_\_\_ / \_\_\_\_  
 Email \_\_\_\_\_ License # \_\_\_\_\_  
 Date \_\_\_\_\_ Expiration Date \_\_\_\_\_

*Mail or fax this form to Alpha College at the address listed below. Students arriving late to class will not receive continuing education credit nor a refund. Refunds may be had if a cancellation request is received in writing within 24 hours prior to class.*