



# Short Sales & Foreclosures: What Buyer Representatives Need to Know

638 Independence Parkway, Suite 100, Chesapeake, VA 23320

**October 5, 2018**

8:30 a.m. – 5:30 p.m.

**SFR Certification  
ABR® Elective Course**

This course helps students evaluate all available options for distressed homeowners and identify the components of an effective short sale package. This course also looks at how real estate professionals can counsel buyer-clients in the purchase of foreclosure properties. And, as a practical resource, this course shows students how consumers can avoid foreclosure in the future. Gain a competitive edge with this SFR certification course. Also qualifies as an ABR® one-day elective course.

**COST**

**\$99 before Sept. 27 | \$150 after Sept. 27**

\* INCLUDES 8 HOURS CE CREDITS \*

\* 2 CURRENT INDUSTRY ISSUES CREDITS \*



## Alpha College of Real Estate Registration Form

Name \_\_\_\_\_ Phone \_\_\_\_\_

Firm \_\_\_\_\_ Email \_\_\_\_\_

Address \_\_\_\_\_  **SFR® Oct. 5**

City \_\_\_\_\_  Check payable to Alpha for \$ \_\_\_\_\_ enclosed.

State \_\_\_\_\_ License # \_\_\_\_\_

Zip Code \_\_\_\_\_ Expiration Date \_\_\_\_\_

Charge:  Visa  MasterCard  Discover

Card # \_\_\_\_\_ Exp. Date \_\_\_\_ / \_\_\_\_ Amount \$ \_\_\_\_\_

Signature \_\_\_\_\_

*Mail or fax this form to Alpha College at the address listed below. Confirmed registrations ONLY upon receipt of tuition. Students who withdraw from a course at least 48 hours prior to the start of the course will receive a refund less a \$50 administrative fee. Failure to notify the school at least 48 hours prior will result in registration fees being classified as non-transferable and non-refundable.*