

Cape Cod &  
Islands  
Association  
Of  
REALTORS®

- and -

Cape Cod &  
Islands  
Multiple  
Listing  
Service, Inc.

*Date: June 10, 2008*

*Time: 9:00 am - 5:00 pm*

### You'll learn:

- What is involved in both a short sale and foreclosure
- How to work with short sales on both the buying and selling side
- How to best approach lenders
- How to advance new business opportunities in today's economy
- To understand the human impact of foreclosures and short sales

#### Target Audience:

This course is designed to help all agents advance new business opportunities by helping them learn in-depth information on short sales and foreclosures.

# www.cciaor.com



*The Cape Cod & Islands Association of Realtors is pleased to present:*

## **The Massachusetts Association of REALTORS**

### *Loss Mitigation Certification*

Entitled **Loss Mitigation Certification**, this new one-day course will provide information and guidance on the complicated transactions involving foreclosures, short sales, properties at auction or bank owned (also known as real estate owned or REO), and give attendees useful ways to protect their commission while assisting buyers, sellers and mortgage companies through the process.

The curriculum, will teach Realtors® how to deal with short sales on both the buying and listing side; how to best approach lenders; and what information they will be required to produce. Since not all short sales avoid foreclosure, attendees will also learn about the auction process including viewings, financing, bidding, and commission concerns. Lastly, this course will also address the human element of these transactions as consumers potentially face losing their homes.

This one-day class will equip you with the tools you need to help you advance new business opportunities in this area, and will give you the rights to use the logo for the Loss Mitigation Certification.

*This course awards 2 CE credits for Auctions & Foreclosures.*

The logo for the Cape Cod & Islands Association of Realtors, Inc. features a stylized house icon above the text 'CAPE COD & ISLANDS ASSOCIATION of REALTORS®, INC. & MULTIPLE LISTING SERVICE, INC.' in a blue, serif font.

CAPE COD & ISLANDS  
ASSOCIATION of REALTORS®, INC.  
&  
MULTIPLE LISTING SERVICE, INC.

22 Mid-Tech Drive  
West Yarmouth, MA 02673

Phone: 800-442-0006  
Fax: 508-771-0067  
E-mail: education@cciaor.com

**MASSACHUSETTS  
ASSOCIATION  
of REALTORS®**



www.cciaor.com

*Sign-up Info on Page #2*

www.cciaor.com



MASSACHUSETTS  
ASSOCIATION  
of REALTORS®



  
CAPE COD & ISLANDS  
ASSOCIATION of REALTORS®, INC.  
&  
MULTIPLE LISTING SERVICE, INC.

*Sign Up Now!*

**Tuition:** \$299, lunch included.

**To sign up:**

Call the MAR Ed. Department at **(800) 725-6272**

Or, sign up online at [www.marealtor.com](http://www.marealtor.com),  
under 'Calendar'

Or, Email Gail Cronin at [gcronin@marealtor.com](mailto:gcronin@marealtor.com)

June 10, 2008  
9:00 am - 5:00 pm

www.cciaor.com