



Designation Course Short Sales & Foreclosure Elective

August 25 - 28

9:00 AM – 5:00 PM

Speaker: Matthew Rathbun

The overall goals of the Accredited Buyer’s Representative Designation course are to prepare real estate professionals to represent buyer-clients in real estate transactions and provide the quality of service and degree of fidelity to buyers that sellers have customarily enjoyed. In addition, this course will offer ideas and methods for building a buyer representation business.

Short Sales & Foreclosure Elective—Real estate foreclosures have been increasing and will continue to do so as interest rates on subprime adjustable rate mortgages reset. This course examines how real estate professionals can help buyer clients prevent foreclosures as well as how to counsel buyer-clients who want to invest in pre-foreclosure or foreclosed properties.

REALTOR® Association of Prince William



Fax completed form to (703) 565-0039 2. Register online at www.pwar.com

PWAR Member -	<input type="checkbox"/> 2 Day Course - \$299	<input type="checkbox"/> Elective - \$75
Non-Member -	<input type="checkbox"/> 2 Day Course - \$325	<input type="checkbox"/> Elective - \$85

Name: _____ Phone: _____

Email: _____ Fax: _____

License # _____ Expiration Date: _____

Payment: Visa _____ MasterCard _____ Check No. _____

CC No: _____ Expiration Date: _____

Authorized Signature: _____