

REO 101

CDAR® & Southern California CRS® Present

REO 102

Friday July 16th
9:00 AM to 4:00 PM



Friday July 30th
9:00 AM to 4:00 PM

- MYTH:** It's too late to get into the REO Business...
- FACT:** The REO Agents in the business don't want the competition.
- MYTH:** The REO Market is Dried Up and there are not any REO's in my market...
- FACT:** Over 1380 REO listings were assigned in the last 4 Months in the Coachella Valley...*Did you get one?*
- MYTH:** I can take just one REO course and become certified and banks will give me listings...
- FACT:** Lenders & Asset Managers do not recognize any single certification or designation. You must have a contact list.
- MYTH:** Loan Modifications and Short Sales will stop Foreclosures...
- FACT:** HAMP Cancelled 81% of their Loan Modifications with over 60% re-default in 90 days.

FACT: THERE IS NO SINGLE CERTIFICATION OR DESIGNATION RECOGNIZED BY LENDERS IN THE REO FIELD

Come learn from the broker that closed 72 REO's in 2009 & over 800 Career REO's

REO 101: Includes Bonus CD: 700+ Contacts, BPO Forms, Certificate, & More

- Overview of the new REO Marketplace With Local Statistics, Learning the Language of REO's
- BPO Business Module For Immediate Cash Flow & Future Listing Opportunities
- Proper BPO Preparation & Live Hands On BPO Training Session
- The BPO/REO Resume, How To Effectively Prospect for REO Listings
- Working with REO Buyers in Today's Market & Much More
- The Who, What, Where & How to Register for REO Listings

REO 102: Includes Bonus CD: Postings, CFK Letters, REO Rules & Regs, Certificate of Completion, Power Point, BPO Automation Discount Link

- How to Effectively Manage REO Listings
- CFK ... A Win-Win Scenario
- Proper, Posting Tracking & Property Asset Management Systems
- Marketing to Investors : Cash is King
- Trash Outs, Sales Cleans, Marketing, Risk Management Reduction

"Learning Equals Earning"



*C.J. Johnson, Broker-Trainer/Adviser
CRS®ABR®SFR®CBRS™*

SPECIAL CDAR / Southern California CRS® REO WORKSHOPS
CDAR Training Room * 44475 Monterey Ave * Palm Desert, CA 92260

REO 101: Friday July 16th, 2010 9:00-4:00

Normally \$149.00 *Reduced Cost \$99.00

***This sponsored event only.**

REO 102: Friday July 30th, 2010 9:00-4:00

Normally \$149.00 * Reduced Cost \$99.00

***Prior Attendance in REO 101 is required.**

***This sponsored event only.**

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Class admittance Policy on these two Southern California CRS® Sponsored Classes & Meetings: Your confirmation will be completed at time of reservation. Without record of your payment attendee will be required to pay cash at the door. If payment is later verified you will be refunded. No unpaid guests will be admitted. Sorry no refunds for non attendance to these events. Paid at the door is space available and we can not guarantee admittance if full. All Real Estate Professionals are welcome CRS® Designation is not required. This workshop is for career enhancement. No DRE credits are available. Each paid attendee will be issued a certificate of completion after successfully completing each section. Contact the workshop provider with any questions.

SILVER LINING WORKSHOPS (661) 972-4401