

**Coming March 22nd @ RVAR  
CRS 111  
“Short Sales & Foreclosures:  
Protecting Your Clients Interest”**



**With LeRoy Houser CRS, CRB, GRI**

**Sponsored by Roanoke Valley Association of REALTORS®  
4358 Starkey Road, Roanoke**

**CLASS STARTS @ 8:30am - 4 pm**

**IN THIS SEMINAR STUDENTS WILL LEARN:**

- ★ **The Foreclosure Process & How to Service and Sell REO's**
- ★ **Pre-Foreclosure Techniques to Counsel and Assist Homeowners in Avoiding Foreclosure**
- ★ **How to Effectively List and Sell Short Sale Properties**
- ★ **To Adapt to and Capitalize on the Changing Real Estate Market**
- ★ **Management and Information Systems Necessary to Communicate with Financial Institutions Regarding REO's & Short Sale Properties**

For more detailed information on the SRF Certification and/or CRS Designation plus all the benefits they can offer you as a REALTOR®

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**\$139**

**EDUCATION CREDITS**

1 Core Course toward  
a CRS Designation  
8 Hours Elective  
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application fee of \$175  
is being waived until  
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