

## SFR Instructor



### CURTIS HALL, ABR, CRS, SRS, GREEN

*When taking the ABR® course, why not take it from the very person who wrote the book? Curtis Hall co-authored the ABR® course in 1993 and is a full-time real estate practitioner in Phoenix, Arizona. This ABR® course is a real-world learning experience in which Curtis demonstrates his unique methodologies used in his own active real estate practice to differentiate his services from the competition. Curtis has sat on more than twelve local REALTOR® Association and NAR committees and was awarded REALTOR of the Year by his local Association. As a participant on several Professional Standards committees and with his expertise in all aspects of risk management, Curtis is called upon frequently by the legal community as an expert witness.*

# NATIONAL ASSOCIATION OF REALTORS®

SHORT SALES &  
FORECLOSURE  
RESOURCE  
CERTIFICATION

SFR



Seller Solutions • Buyer Opportunities • Real Estate Recovery

REGISTRATION FORM: Fax to 935-4924 OR Email to [hibr@hibr.org](mailto:hibr@hibr.org)

SFR Certification Course:

NAME \_\_\_\_\_

NRDS NUMBER \_\_\_\_\_ DAYTIME PHONE \_\_\_\_\_

ADDRESS (City/State/Zip) \_\_\_\_\_

EMAIL \_\_\_\_\_

\$ \_\_\_\_\_ enclosed:  Check  VISA  MC  Discover  Amex (online only)

Account # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Credit Card ID#: \_\_\_\_\_ Signature \_\_\_\_\_

Hawaii Island Board of REALTORS®

March 30, 2010

Nani Mau Gardens, Hilo

9am - 4pm | \$99 | with Curtis Hall





## Short Sales and Foreclosures -- The New “Traditional” Transaction

For many real estate professionals, short sales and foreclosures are the new “traditional” real estate transaction. Knowing how to help sellers maneuver the complexities of short sale and foreclosure

opportunities are not merely good skills to have in today’s market - they are critical. And while short sales and foreclosures are not for the faint of heart, agents with the proper tools and training can use these specialty areas to build their business for the long term.

### Don’t Go It Alone -- Choose SFR

Designed for real estate professionals at all experience levels, the National Association of REALTORS® (NAR) Short Sales and Foreclosures Resource certification, or SFR for short, gives you a road map for understanding how to:

- Counsel sellers facing foreclosures
- Qualify sellers for short sales
- Develop a short-sale package
- Negotiate with lenders
- Tap into buyer demand
- Safeguard your commission
- Limit risk
- Protect buyers



As many agents can attest, your ability to close short sales and foreclosures depends in part on your confidence in seeing these transactions through. Begin building your confidence today with SFR!

### How This Certification Benefits You

1. Education in classroom and online formats that fit your schedule and wallet
2. Electronic toolkit with practical forms and worksheets
3. Free Webinars that you can download anytime, anywhere
4. Access to SFR logo and marketing materials
5. Differentiation as an SFR at [www.realtor.com](http://www.realtor.com)
6. Online networking with your peers

## Part of NAR’s Right Tools, Right Now



*In the spirit of NAR’s Right Tools, Right Now initiative to support members, the application fee to become SFR certified is waived through March 31, 2010. Act now to become SFR certified and be the short sales and foreclosure resource in your market!*

***“The SFR class in late December was my first experience with Curtis Hall...Great job well done. Well organized and super knowledgeable instructor!” ~ Tom, REMAX Excalibur Realty***

***“Curtis, is was so wonderful to meet you yesterday and to attend your SFR training class. I have attended several short sales/foreclosure classes, seminars, webinars, etc. and found I always learn new things. Your class was superior! Thank you for sharing your knowledge.” ~ Sharon, Coldwell Banker***

## Hawaii Island Board of REALTORS® TUESDAY, MARCH 30, 2010

9AM - 4PM • \$99 • with Curtis Hall  
Location: Nani Mau Gardens, Hilo

***\$175 application fee waived through March 31, 2010.***



**TO REGISTER FOR THE PROGRAM:  
Send Registration form to  
email: [hibr@hibr.org](mailto:hibr@hibr.org)  
Fax: 808.935.4924**