

# EXPAND YOUR CLIENT BASE



**Kauai: Feb. 2, 2012**

**Maui: Feb. 3, 2012**

8:00 a.m. – 5:00 p.m.

Presented by

Hawaii Aloha Chapter of CRS

Instructor: Frank Serio, CRS

For more information:

[clancaster@hawaii Realtors.com](mailto:clancaster@hawaii Realtors.com)

(808) 733-7060, ext. 105 or 103

[www.HawaiiCRS.com](http://www.HawaiiCRS.com)

Pending Hawaii CE credits.

**CRS 112:**

## **GUIDING THE BUYER IN THE DISTRESSED PROPERTY MARKET FROM THE COUNCIL OF RESIDENTIAL SPECIALISTS**

Far too many REALTORS® avoid the distressed property market – both REO properties and short sales – because they do not have the necessary skills, strategies or information to adequately guide their buyer clients through one of these transactions. This course focuses on the buyer side of a distressed property transaction. Participants will leave the course with improved knowledge and greater confidence in their ability to weave through the many complex processes involved in this type of transaction and guide their buyer to a positive result. Both new and experienced salespeople will benefit from the numerous examples of successful sales strategies which will enable them to represent their buyer in the most professional manner possible.

**Upon the successful completion of this course, the student will be able to:**

- **Counsel and prepare their Client to purchase a Distressed property.**
- **Find and select those Distressed Properties that meet their clients' needs.**
- **Successfully prepare and negotiate an "offer to purchase" contract.**
- **Finance REO and Short Sale properties.**
- **Qualify and work with the Listing Agent in order to avoid unnecessary delays and problems.**
- **Successfully sell REO and Short Sale properties.**

Individuals who take this course will earn 8 Education credits towards the CRS Designation and complete the core course requirement for the NAR SFR Certification.



**Instructor, Frank Serio, CRS**

Serio has run the gauntlet from sales associate to top producer to sales manager/trainer. During his fast-paced presentations, he shares his own experiences and the innovative ideas used by top producers internationally. He was the president of the Coastal AOR in 1997 and serves as the CRS National President

### **ABOUT CRS**

*With the CRS Designation, you become part of a network of more than 33,000 Certified Residential Specialists Designees and Candidates/General Members. To learn more about the Designation and learn more about CRS courses coming to you, visit [www.crs.com](http://www.crs.com). CRS one-day courses also earn you credit toward the industry's premier designation in residential real estate.*

**Contact Hawaii Aloha Chapter of CRS to register for GUIDING THE BUYER IN THE DISTRESSED PROPERTY MARKET today at (808) 733-7060, ext. 105 or 103**



**Council of Residential Specialists**

The Proven Path To Success

# CRS COURSE REGISTRATION FORM



Council of Residential Specialists  
**HAWAII ALOHA CHAPTER**  
The Proven Path To Success

**COURSE: CRS 112: GUIDING THE BUYER IN THE DISTRESSED PROPERTY MARKET**

**Kauai:** Thursday, February 2, 2012  
Kauai Beach Resort, Jasmine I  
4331 Kauai Beach Drive, Lihue, HI 96766

Both course are 8:00 a.m. – 5:00 p.m.

**REGISTRATION Deadline: Jan. 23, 2012**

**Maui:** Friday, February 3, 2012  
Kahili Golf Course, Nahele Room  
2500 Honoapi'ilani Hwy., Wailuku, HI 96793

Register me for:  Kauai 2/2/12  Maui 2/3/12

Name \_\_\_\_\_

NRDS# \_\_\_\_\_ License# \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail: \_\_\_\_\_ Designation(s): \_\_\_\_\_

**REGISTRATION FEE:**  \*Hawaii Chapter Candidate: \$199.00  Non-Member: \$225.00  
 \*CRS Designee & Hawaii Chapter Member: \$175.00  CE processing fee - \$10.00

**\*CRS Hawaii Chapter Members – Receive \$50 off if registration is received by 1/23/12 deadline. Cancellations received by 1/23/12 deadline receive a partial refund.**

**Credit Card**  Visa  MasterCard Amount: \$ \_\_\_\_\_

Name on Card: \_\_\_\_\_

CC Number : \_\_\_\_\_ Exp. Date: \_\_\_\_\_ CVC# \_\_\_\_\_

CC Billing Statement Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_

Signature \_\_\_\_\_

Send your registration to: FAX (808) 737-4977

Email: [clancaster@hawaiiirealtors.com](mailto:clancaster@hawaiiirealtors.com)

**Check enclosed**

Make check payable to: Hawaii Aloha Chapter of CRS

1136 12<sup>th</sup> Ave., #220, Honolulu, HI 96816

For more information call: (808) 733-7060, ext. 105 or 103