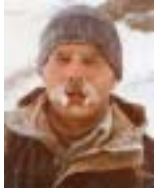


SFR Instructor



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.

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Kona Board of REALTORS®

February 17, 2010

King Kamehameha KBH

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.

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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!

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1. Education in classroom and online formats that fit your schedule and wallet
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4. Access to SFR logo and marketing materials
5. Differentiation as an SFR at 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®

Kona Board of REALTORS®

WEDNESDAY, FEBRUARY 17, 2010

9AM - 4PM • \$99 • with Curtis Hall

Location: King Kamehameha Kona Beach Hotel

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



TO REGISTER FOR THE PROGRAM:

Contact **Laura Harlak**

laura.harlak@konarealtors.org

808.329.4874