



## A HANDS ON APPROACH TO SHORT SALES Sponsored by The Southern California Chapter of CRS And the Santa Maria Association of Realtors®

**Short Sale 201 - \$99.00 (Reg \$149.00)**

---

### A Hands On Approach To Short Sales

February 24, 2010 at the Santa Maria Association of Realtors® - 9:00 am to 4:00 pm  
2236 E South Broadway, Santa Maria, California 93454

**This is NOT a Short Sale Seminar.** This is a 6 hour Short Sale Workshop. We will be going Step-by-Step through the entire process of Listing, Selling, Packaging and Closing the short sale with the required forms and materials. **You will receive over 40 Short Sale Word® or Excel® Templates to prepare your own Short Sale Package.**

- Taking a short sale listing with 5 prices (This is a real neat trick)
- How to know which listings you do not want (You will not get them approved)
- Use your website to get agents to write offers on your short sale listings
- A complete Step-by-Step process on how to make a successful short sale package
- We will go over all of the forms, what they are, when to use them, and when not to use them
- The most Important page in your short sale package
- When less is more in your short sale package
- A mistake agents make in sending in their package (This can add two weeks to the process)
- How to get your short sale Approved in two weeks or less
- How to get the lender to approve the short sale after they turned you down
- When an approval is NOT an approval
- How to get names and numbers of the top management or decision makers



**To register for this program see the back of this flyer or go to [www.shermansmith.com/CRSworkshop](http://www.shermansmith.com/CRSworkshop) (Promo Code CRS99)**

### What Have Other Agents Had To Say About Sherman Smith's Seminar-Workshop?

"In 2007 I vowed never to do a short sale again. Then in April 2008 I met Sherman Smith. Through his teaching we have increased the amount of short sales we close each month since. We are currently closing 6-10 short sales per month and it is all thanks to Sherman Smith."  
- Anthony Lamacchia - McGeough Lamacchia Realty Inc.

"I just wanted to let you know how very much I enjoyed your short sale workshop. Due to your vast experience with short sales, you were able to answer so many important questions. I was particularly impressed with your organizational ability and the way you present the package to the lender. It is in such good order, no wonder they approve your short sales so quickly! Congratulations, Sherman, for a job very well done." - Barbara Nash CRS, EPRO - Keller Williams Elite - Irvine

"I was very impressed with your presentation; you are extremely confident and knowledgeable about this subject. Your delivery of information was clear and easy for all of us to understand." - Harold Avent - ReMax Execs

"Your information was better and more informative than many seminars I have attended, and again, I simply want you to know it was greatly appreciated." - Richard Engle - Windermere Real Estate - La Quinta



**Use This Form or Go To:** [www.shermansmith.com/CRSworkshop](http://www.shermansmith.com/CRSworkshop) (Promo Code CRS99)

**Short Sale Programs:** Short Sale 201 - A Hands On Approach To Short Sales

**Location:** Santa Maria Association of Realtors®  
2236 E South Broadway, Santa Maria, California 93454

Agent Name : \_\_\_\_\_ Email : \_\_\_\_\_

Company : \_\_\_\_\_ Telephone: \_\_\_\_\_ Cell : \_\_\_\_\_

Billing Address : \_\_\_\_\_

City, State, Zip Code : \_\_\_\_\_

**PLEASE PROVIDE ACCOUNT INFORMATION BELOW:**

VISA  MASTERCARD  DISCOVERY

Name (As it Appears on Card): \_\_\_\_\_ Exp: \_\_\_\_\_

Card Number: \_\_\_\_\_

CVV#: \_\_\_\_\_ (This is the 3 digit code on back of card)

Please check the box below:

		Qty	
<input type="checkbox"/>	Please Enroll me in the Short Sale 201 Workshop on February 24, 2010 (Reg \$149.00)		\$99.00

I hereby authorize Sherman Smith & Associates to initiate debit entries for the selected seminar. I have indicated above. I also authorize, if necessary, credit entries and adjustments for any debits made in error, to my credit card account indicated above.

Signature: \_\_\_\_\_

For payment via check or money order, please mail with corresponding payment to:

**Sherman Smith & Associates,**  
1173 Irvine Blvd., Tustin, CA 92780

**FAX Registration to (714) 505-1562**

**You do not have to be a CRS Member to take advantage of this price!**

**Attention: Short Sale Workshop**

Your confirmation will be e-mailed and serves as your receipt. Without record of payment, attendee will be required to pay with either check or credit card on the day of the event prior to admittance to the seminar/workshop. If payment is later verified, attendee will receive a refund. No unpaid guests will be admitted. Teams and assistants each require a fee. Please direct questions to Sherman Smith 714-544-5445 [Sherman@shermansmith.com](mailto:Sherman@shermansmith.com)