



Presents...

New Lender Approved Guidelines for Short Sales

In this class, you will learn.....

- ▶ The **Techniques, Strategies and Rules**
- ▶ How to Get your **Short Sales Closed**
- ▶ The **Right** Short Sales to pursue
- ▶ How to **Work with the Bank** & Make it Happen
- ▶ What the **Banks are Looking For** from You
- ▶ How to have the bank **Send you Referrals**
- ▶ How to get People in **Default** to **Talk to You**



Wednesday, March 17, 2010

** 11:00 – 11:30am Brown Bag Lunch **

11:30am – 2:00pm

**Santa Maria Association
of REALTORS®**

2236 S. Broadway Suite E, Santa Maria, CA 93454



Bob McManus, America's Real Estate Coach has personally trained thousands of Real Estate Agents and has more than 20 years of experience and leadership in real estate and mortgage financing. Bob has personally closed hundreds of tough transactions. Bob is a licensed Real Estate Broker so the information is directed toward what agents need to do to close transactions and get paid. Bob is going to show you his **SYSTEMATIC APPROACH** of consistently closing transactions. Bob's system will arm you with the most up to date knowledge, strategies and straight forward real answers. By following Bob's time tested systematic approach you will absolutely close more transactions and put more **MONEY IN YOUR POCKET!**

Call Today or Register Via Email!

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BOB MCMANUS GROUP