

Certified REO Specialist



CREDITS
11 CE

Housing recovery is spelled R-E-O

Every day, more than 10,000 BPOs are ordered and 6,500 foreclosures are completed across the nation. More than 7 million shadowed inventory homes are not released yet for sale. More REOs are coming. REO specialists are needed! Complete the course and receive 300+ companies to register with along with helpful tools, dialogs, and checklist.

Topics

- **REO 1: BPOs and REO Listings**
Details on how to become the REO listing agent
- **REO 2: Managing Your REO Listing**
Managing, maintaining, marketing – ins and outs
- **REO 3: Working with the Buyer**
Clauses, policies, procedures, and timelines
- **REO 4: Financing Your REO Transaction**
Buy and repair finance products, rules, and more

January 14-15, 2013

9:00 a.m. - 4:00 p.m.

Check-in begins at 8:30 a.m.

Orlando Regional REALTOR® Association
1330 Lee Road, Orlando, FL 32810

ORRA Members: \$159; Non-ORRA Members: \$174
On-site add \$15

Business casual attire requested for education programs.
Registration options and policies on reverse.

Course provided by Walk The Talk Presentations

Instructor



Cathy McDaniel, REO, RETS
Certified Instructor
American Real Estate University

REALTOR® Review

The most informative and valuable course available for those working with foreclosed property in today's REO arena. Cathy is an accomplished professional teaching only the highest principles of performance and delivering up-to-date information in an enjoyable, easy-to-understand manner. This course should be mandatory for everyone servicing the REO market segment in today's market.

Royce D. Vanderpool, REOS
Broker/Owner, Devan Realty & Development Corporation



Register at www.orrealtor.com.

407.513.7268 Fax: 407.513.9120 education@orrealtor.com





Stand out from the crowd by earning your GRI designation.

Your clients are more sophisticated than ever, requiring you to perform at a higher level of professionalism. By earning the Graduate, REALTOR® Institute Designation (GRI), you will lead the pack with real-world knowledge about new technologies, laws and marketing techniques that positively affect your bottom line.

Stay one step ahead of the competition. Earn your GRI.

The GRI 100 series:
Standards of Practice
February 7-8, 11-12, and 14-15, 2013
Orlando Regional
REALTOR® Association

Learn more at www.orlrealtor.com



Register today

Register me for the **Certified REO Specialist** on January 14 & 15, 2013.

- ORRA member – \$159 Non-ORRA member – \$174
(member of other REALTOR® association or licensed salesperson of ORRA Broker member)
- ORRA member on-site – \$174 Non-ORRA member on-site – \$199

Attendee Name _____

Member Number _____

Phone () - _____

E-mail _____

Payment Method:

- Check # _____ (Payable to ORRA)
 Broker Account (ORRA members only. Broker approval required.)
 VISA MasterCard American Express Discover

Credit card # _____ Expiration _____ / _____

Credit card charge signature OR broker signature for broker approved account charge _____

Initial _____ I agree to the terms of the cancellation and attendance policy referenced below.

Special disabilities accommodated with advance notice.
 Courses not open to the general public unless otherwise noted.

Policies

CANCELLATIONS/NO-SHOWS

\$25 fee for free classes or forfeiture of registration fee for cancellations within 3 days of course date or for no shows.

ATTENDANCE

To receive CE credits for any Continuing Education course, participants must:

1. Be physically present for the entire program from beginning to end;
2. Sign any/all morning or afternoon attendance sheets; and
3. Refrain from using cell phone and e-devices except during designated break times.

LOCATION

Orlando Regional REALTOR® Association, 1330 Lee Road, Orlando, FL 32810
 (unless otherwise noted on the front of this form)

CONTACT US

Phone: 407.513.7268 Fax: 407.513.9120 E-mail: education@orlrealtor.com

