



# A HANDS ON APPROACH TO SHORT SALES

Sponsored by The Southern California Chapter of CRS  
And the Southwest Riverside County Association of Realtors®

Short Sale 201 - ~~\$149.00~~ \$99.00

## A Hands On Approach To Short Sales

June 16, 2010 at the Southwest Riverside County Association of Realtors® - 9:00 am to 4:00 pm  
41831 McAlby Court, Suite C, Murrieta, California 92562

**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 get Short Sale Listings (Ones that will sell)
- 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 (You need this One!)
- When less is more in your Short Sale package
- A mistake agent make in sending in their package (This can add two weeks to the process)
- How to get your Short Sale Approved in two weeks (See Our Testimonials)
- 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



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

### 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/workshop](http://www.shermansmith.com/workshop) **(Promo Code CRS99)**  
**Short Sale Programs:** Short Sale 201 - A Hands On Approach To Short Sales  
**Location:** Southwest Riverside County Association of Realtors®  
 41831 McAlby Court, Suite C, Murrieta, California 92562

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 boxes that apply:

	Qty	
<input type="checkbox"/> Please Enroll me in the Short Sale 201 Workshop on June 16th, 2010	_____	\$99.00
<input type="checkbox"/>	_____	
<input type="checkbox"/>	_____	

I hereby authorize Sherman Smith & Associates to initiate debit entries for the selected classes(s) 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. Your credit card will be processed through First Data Credit Card Services. For your convenience, please be informed that the payment will appear on your credit card statement as "SHERMAN SMITH".

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

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

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

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

Your confirmation will be e-mailed prior to the event and serves as your receipt. No unpaid guests will be admitted. Teams and assistants each require a fee. Please direct questions to Alexa Smith (714) 402-6817 [Alexa@ShermanSmith.com](mailto:Alexa@ShermanSmith.com)

**What Have Other Agents Had To Say About Sherman Smith's Short Sale Classes?**

*"Sherman, I had to tell you that the very first time we used your short sale package, the lender call us to say that she was so impressed with the package that she immediately forwarded the package on for approval. Thank You so much and I would recommend your classes to everyone."* **Lisa Schoeffler - Prudential Californial Realty - Ventura**