



**MONMOUTH COUNTY  
ASSOCIATION OF REALTORS® , INC.**  
One Hovchild Plaza, 4000 Route 66, Tinton Falls, NJ 07753  
Phone 732-918-1340 Fax 732-918-1906



MONMOUTH COUNTY ASSOCIATION OF REALTORS®  
EDUCATION COMMITTEE PRESENTS:

**\*\*\* AGAIN ... BY POPULAR DEMAND \*\*\***  
**Learn the Easy Steps to Profit from Listing & Selling “SHORT-SALES” ...**

**“SHORT SALES” => WHAT YOU NEED TO KNOW**

**Facts:**

- 40% of Home Purchases currently involve Short-Sales.
- Very Few Realtors & Mortgage Lenders know how to Earn Money Facilitating “Short Sales”.

**Seminar Subject-Matter:**

- Learn How “Short Sales” Work
- Learn How to Present Yourself as an Expert Agent in “Short Sales”
- Learn How to List “Short Sales”
- Learn How to Sell “Short Sales”
- Learn How to Negotiate “Short Sales” with Mortgage Holders
- Learn How to Close “Short Sales”
- Learn Who Can Lead You to “Short Sales” Listing Opportunities

Tuesday – August 19<sup>th</sup>, 2008  
MCAR Headquarters - 4000 Route 66, Tinton Falls  
Presented by Josh Elkes, Esq., President – Direct Title Corporation  
COST: \$10.00

09:00 am – 09:30 am => Registration & Coffee  
09:30 am – 12:00 pm => Program

**Wikipedia – The Free Encyclopedia**

In real estate, a short sale is when a bank or mortgage lender agrees to discount a loan balance due to an economic hardship on the part of the mortgagor. The home owner/debtor sells the mortgaged property for less than the outstanding balance of the loan, and turns over the proceeds of the sale to the lender in full satisfaction of the debt. In such instances, the lender would have the right to approve or disapprove of a proposed sale.

Please send the enrollment form below, along with a check made payable to MCAR.  
Mail to: MCAR, 1 Hovchild Plaza, 4000 Route 66, Tinton Falls, NJ 07753. Attn: Jen

Event: SHORT SALES w/Josh Elkes

Name: \_\_\_\_\_ Agent ID: \_\_\_\_\_ Phone: \_\_\_\_\_

Agency: \_\_\_\_\_ Address: \_\_\_\_\_

\*\*\* MCAR Members Paying by Credit Card \*\*\* => Go to: <https://ims.momls.com>

Enter your Agent ID number ... Password is: password (you will be prompted to change it).

At Member Services menu go to Events then Event Calendar. Select JE081908. Select Register For This Event.

Complete information => Select Add to Cart. Select Pay by Credit Card. Choose credit card and fill in details and Submit.