

Adult School Seminar Agenda

1. HOME BUYER/SELLER SEMINARS
 - A. Staging your home for sale
 - B. Creative marketing techniques/auctions
 - C. Financing
 - D. How to take advantage of the internet

2. FORECLOSURE SEMINARS
 - A. HUD/VA
 - B. Bank owned
 - C. Lis pendens (pre-foreclosures)
 - D. Rescuing defaulted homeowners

3. RENTER TO BUYER SEMINARS
 - A. Why pay rent when you can buy
 - B. Financing options
 - C. Credit repair

4. SELLING YOUR HOME WITHOUT A REAL ESTATE PROFESSIONAL (FSBO)
 - A. Developing a strategy
 - B. Understanding the market
 - C. Preparing your home and yourself
 - D. Pricing your home
 - E. Cooperating with Realtors
 - F. How to work with buyers
 - G. Showing your home effectively
 - H. Negotiating the offer/getting to closing.

5. SHORT SALE SEMINARS

6. REAL ESTATE CAREER SEMINARS

ALL OF THE ABOVE SEMINARS WILL BE CONDUCTED BY EXPERIENCED INDUSTRY PROFESSIONALS, INCLUDING REALTORS, ATTORNEYS, AND MORAGAGE LOAN OFFICERS (as you can see, seminars can be broken up into as many classes as allowed, some can be repeated.

