

**2008 Sponsor  
MRMLS**

**18th Annual 2008  
Region 21 REALTOR®  
Trade Fair & Expo  
May 2, 2008**



**The Future is Yours with FREE Expo Seminars**

*Just bring your own business card for entrance and  
ARRIVE 15 minutes early*

**All Classes to be Held Upstairs at the Torrance Marriott Hotel  
3635 Fashion Way; Torrance - Suite 5 and Suite 4**

	SUITE 5	SUITE 4
10AM	<b>MLS – New Tools and Technology</b>	<b>Mortgages in Today's Economy</b>
11AM	<b>Staging to SELL!</b>	<b>Lead Generation</b>
NOON	<b>MLS – New Tools and Technology</b>	<b>ABCs of the Short Sale/Foreclosure</b>
1PM	<b>Staging to SELL!</b>	<b>Lead Generation</b>
2PM	<b>Mortgages in Today's Economy</b>	<b>ABCs of the Short Sale/Foreclosure</b>

**CLASS DESCRIPTIONS**

**ABCs of the Short Sale/Foreclosure**

Avoid the pitfalls – Learn in 10 Minutes how to Assess a Short Sale Situation. The "Right" Way to Put Together a Short Sale Submission Package for the Lender, How to Properly Price a Short Sale in this Market, the Truth about the New Mortgage Forgiveness Debt Relief Act of Dec. 2007(H.R. 3648), and The Difference between Recourse and Non-Recourse Debt (every agent must know this).

**Lead Generation**

Proven Lead Generation Methods to build a Business that Lasts. Focus on Prospecting Methods and Scripts that Work. Additional Hints on Thriving in a Shifting Market.

**MLS – New Tools and Technology**

*FREE with your Membership - new MRMLS Products*

Learn About What's New and Exciting for Your Business, including the eNeighborhood CMA, Buyer Tours, Downloading the MLS onto Your Computer, Customized Reporting, Special Mapping and Other Exciting Tools!

**Mortgages in Today's Economy**

Tired of Clients being in a "Near Miss" on Qualifying?

Looking to Build Business Relations rather than Just Sales? Not Wanting to Feel Lost in Today's Mortgage Markets? *Come and Learn how to...Fit the financing to the client NOT the other way around...Become a Source of Financial Wisdom for Your Clients...and Find Balanced, Smart Insight into the Markets.*

**Staging to SELL!**

Statistics show that Staged Homes sell Faster and for More Money – Learn how to talk to your clients about why Staging Works and some easy home staging techniques for a Quicker Sale.