

93% of home buyers finance their home purchase.

Today's competition and conditions require you to be skilled in this area.

DURHAM REGIONAL ASSOCIATION OF REALTORS®



February 24, 2010
8:30 AM to 5:00 PM
\$159

DURHAM REGIONAL
ASSOCIATION OF
REALTORS®

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4 hours CE
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Instructor
Pat Zaby, CRS, RFC

[www.PatZaby.com/Seminars/
Finance/Demo](http://www.PatZaby.com/Seminars/Finance/Demo)



Discovering the Finance Difference

Take advantage of what may be the best buyer's market in history. The Tax Credit ends on April 30 and you need to be prepared to make the most of it.

Invest one-day to get the information and tools you need to meet today's market challenges. Confidently negotiate with buyers and sellers that financial benefits & terms are as important as price.

Discovering the Finance Difference is more than a class...it's a communication system. The stress-free financial calculators make complex concepts easy to compute and easy to understand. You can focus on showing buyers why they need to act NOW and sellers how to make their homes more marketable.

Give buyers and sellers what they want and need is today's confusing market - - financial information to make better decisions.

Discovering the Finance Difference is a GREAT VALUE:

- Detailed workbook requires minimum note taking
- Fill-in-the-blank Web applications
- Follow-up action plan to accelerate learning
- Online forum to share information with other students
- Follow-up webinars to reinforce the learning
- Successful completion awards the RFC designation
- First year's membership to RFC

Name

License #

(As it appears on Real Estate License)

Company

Address

City

ST

Zip

Phone

Email

Credit Card #

Expiration