

CERTIFIED DISTRESSED PROPERTY EXPERT

Learning Unit Title	
Day 1	
Administrative Announcements	N/A
1. Introduction To The Distressed Property Market	To define the current economic environment faced by home owners
2. Quantifying The Distressed Property Market	To describe the magnitude of the problem
3. Decoding Subprime Loans	To provide definitions of the various types of subprime loans
Break	N/A
4. Understanding Causes of Distress	To list the numerous life events which can quickly result in a distressed home owner situation
5. Anatomy Of One Bad Month And A Lost Property	To illustrate how fast home owners can find themselves in a distressed situation
6. Distressed Properties, A Brief History	To review the historical events leading up to the current loan crisis
7. Adopting A Successful Distressed Property Mindset	To describe the mental attitude and sense of empathy required to successfully help distressed home owners
Break	N/A
8. Qualify The Seller First	To emphasize that not all home owners are motivated to participate in a distressed property sale
8. Qualify The Seller First	To emphasize that not all home owners are motivated to participate in a distressed property sale - cont. -
9. Interviewing The Distressed Property Seller	To review the questions which MUST be asked of a distressed home owner
9. Interviewing The Distressed Property Seller	To review the questions which MUST be asked of a distressed home owner - cont.-
Lunch Break	N/A
10. List Like a Distressed Property Expert	To describe the process of listing property based on realistic market price
10. List Like a Distressed Property Expert	To describe the process of listing property based on realistic market price - cont. -
11. Pricing Strategies	To explain how to price the home and how to incorporate price adjustments in advance
12. Foreclosure Demystified	To describe the foreclosure process
Break	N/A
13. Options For Homeowners In Foreclosure	To explain the options distressed property owners have
13. Options For Homeowners In Foreclosure	To explain the options distressed property owners have - cont. -
14. Short Sales Explained	To define what a short sale entails and what it does NOT
14. Short Sales Explained	To define what a short sale entails and what it does NOT - cont. -
Day 2	
15. Why Would A Lender Accept A Short Sale?	To explain the economic conditions which encourage lenders to accept a short sale
16. Specific Short Sale Qualifications	To define and illustrate 'hardship'
17. Seller Short Sale & Foreclosure Consequences	To explain the effect a short sale or foreclosure can have on a home owner
17. Seller Short Sale & Foreclosure Consequences	To explain the effect a short sale or foreclosure can have on a home owner - cont. -
Break	N/A
18. The Short Sale Process - Stage One - Listing and Preparation	To describe how to prepare for and what information to collect at the listing meeting
19. The Short Sale Process - Stage Two - Maintain Your Listing	To describe the action steps the real estate agent must take to properly maintain the listing
20. The Short Sale Process - Stage Three - Accepting An Offer	To describe the critically important information which must be conveyed to the buyer's agent
Break	N/A
21. Short Sale Process - Stage Four - Submitting Your Proposal	To explain what to prepare and what to include in the package submitted to the lender
22. The Short Sale Process - Stage Five - Negotiation & Closing	To explain how to best negotiate with the lender so that the distressed property owner is fully represented
22. The Short Sale Process - Stage Five - Negotiation & Closing	To explain how to best negotiate with the lender so that the distressed property owner is fully represented - cont. -
23. The Most Common Short Sale Pitfalls	To caution the real estate agent about frequent omissions
23. The Most Common Short Sale Pitfalls	To caution the real estate agent about frequent omissions - cont. -
Lunch Break	
24. FHA/HUD Pre-Foreclosure Program	To explain how the FHA/HUD Program works
24. FHA/HUD Pre-Foreclosure Program	To explain how the FHA/HUD Program works - cont. -
25. Building Your Distressed Property Business	To describe how to attract distressed property business opportunities
26. Leveraging Your Distressed Property Listings	To explain how to market current listings to obtain additional listings
Break	N/A
27. Selling Against or Working with Investors	To explain how to make a value-added proposition to investors
27. Selling Against or Working with Investors	To explain how to make a value-added proposition to investors - cont. -
28. Conclusion: Putting It All Together	How to implement and use all the info & tools
28. Conclusion: Putting It All Together	How to implement and use all the info & tools - cont. -