

BPO REO

Broker Price Opinion Real Estate Owned



Friday, April 16, 2010
 9am-5pm
 at the
LBAR office
 730 N. Railroad, Loveland

REALTORS® \$75.00
Non-REALTORS®: \$95.00
7- hrs C. E. Credit

Presented By
 REO Institute of Colorado
 National Instructor James Browning

**REO Certified Designation
 will be rewarded upon
 completion of both classes**

Are you looking to increase your income? Would you like to learn how to enhance your career by completing BPOs and listing REO property?

This class begins with an in-depth instruction on how to complete BPOs while also generating income; and how to potentially turn your BPO experience into REO Listings.

Learn how to determine a competitive listing price on property to show sellers both active and sold comparable properties in their neighborhood using your knowledge as a real estate professional to determine a realistic sales price.

BPO Topics Include:

- Terminology, Guidelines, & Timelines
- Policies & Procedures
- Best Practices
- Tools to Correctly Value Properties
- How to Increase Your Income
 *Marketing Opportunities

REO Topics Include:

The knowledge and understanding of the procedures, guidelines, timeframes and expectations that the Outsourcers/Banks/Lenders demand from the REO Broker in today's current market conditions

- How to manage and liquidate the REO properties/assets
- **efficiently** and cost effectively in order to achieve the highest recovery rate in the **shortest** period of time
- Learn the 3-Ms for a REO property through the eyes of a REO Broker:
 - Marketing
 - Maintaining
 - Managing working though the REO process
- Understanding the risk and how to manage that risk
- Receive a list of REO/BPO Companies to contact

Name: _____

Company: _____

Address: _____

City

State

Zip

Contact Number: _____

email: _____

NRDS #: _____

Enclosed is my check for \$_____

Check#: _____

(Please make checks payable to LBAR)

Please charge my (circle one): MC Disc. Visa

Amount: \$_____

Card #: _____

Expiration Date: _____ V-code: _____

Signature: _____

Address where your credit card bill is sent (required for using credit card):

Address

zip

Mail or fax to:
 The Loveland-Berthoud Association of REALTORS®
 730 N. Railroad Ave, Loveland, CO 80537
 Phone: (970) 669-1822 Fax: 669-1858