



**DON'T WALK AWAY!
SAVE THE DEAL!
"SHORT SALES" SEMINAR
Thursday, June 5, 2008**

AGENDA

8:00 A.M. – 8:30A.M. – Registration and Continental Breakfast

**8:30A.M. – 8:45A.M. – Introduction of Participants and Explanation of a "Short Sale"
by Martha Croog, Attorney**

8:45A.M – 10:00A.M – Panel One – When is a Short Sale the Best Option for All Participants?

- Loss Mitigation Intervention
Timeline Overview
- Programs and Resources
Loan Modifications
Reverse Mortgages
Repayment Plans
Deed in Lieu of Foreclosure
Third Party Sales

Open discussion on deciding that a Short Sale is the best option

10:00A.M. – 10:10A.M Break

10:00A.M – 11:30A.M – Panel Two - How to Sell a Short Sale – Part One – Getting Approved

- Submitting a short sale package and getting lender approval
Borrower Hardship
Buyer Qualification
Investor Approval
- Completing the Short Sale during Foreclosure
Understanding the Foreclosure Timeline and Legal Process

Open discussion on getting the Short Sale approved

11:30A.M. – 11:40A.M. – Break

11:40A.M – 1:00P.M. – Panel Three – How to Sell a Short Sale – Part Two –Closing the Deal

- The Broker/Attorney relationship with the homeowner to sell the Short Sale
Written Authorizations
Listing Agreements
Sales Contracts, Financial Statements & Hardship letters
- Valuation in the Short Sale Process
- Distinguishing the Short Sale from the Mortgage Rescue Scam
- Buyer Financing and Insuring Title Acquired through the Short Sale

Open discussion on Closing the Deal for the Short Sale

1:00P.M – 2:30P.M. – Lunch and Keynote Speaker – Hugh Rogan

Speakers:

Hugh Rogan, President, HMR Consulting, LTD, Role of the Short Sale Facilitator, Keynote Speaker

Martha Croog, Attorney, Law Office of Martha Croog LLC, - Moderator

Matt Cholewa, First American Title Insurance Company

Carol DeRosa, Administrator, Residential Mortgage Programs, CHFA

John Ertle, Senior Housing Specialist, US Department of HUD

Larry Garfinkel, Attorney, Reiner, Reiner & Bendett, P.C.

Judith I. Johannsen, Assistant Counsel, Connecticut Association of Realtors®, Inc.

Greg Jones, Foreclosure Counselor, McCue Mortgage Company

Cynthia Nemeth, Nemeth Appraisals, LLC

E. Jack Shorr, Attorney, Luby Olson P.C.

Donna Brandveen, Freddie Mac Representative

Robert Kantor, Fannie Mae Representative