

Programs that will add
some **HEAT** to your business!



TO HOT PIC SERIES

Brought to you by the Chicago Association of REALTORS®

SAVE TIME AND INCREASE CONDO SALES

Dates/Locations:

May 27, 2009 – CAR Northwest
6600 West Irving Park Road

June 10, 2009 – CAR Central
200 South Michigan Avenue

July 15, 2009 – CAR South
7600 South Pulaski Road

Time:

9:30 am – 12:00 p.m.

Cost:

\$39 for C.A.R. members
\$49 for non-members

Instructor:

Shirley Feldmann
Charles VanderVennet
Angela Falzone
Karyl Dicker Foray

Do you ever feel frustrated while trying to help your clients close a sale through a condominium, townhome or homeowners association? Are you aware that, per the Illinois Condominium Property Act, there are specific disclosures that an association may or may not be required to provide? Do you know how to help your buyer find a better investment? Can you determine which properties may take longer to sell? Are you aware of an association's rights and buyer's obligations in foreclosure sales?

Shirley Feldmann, founder of Association Advocates Inc., which specializes in condo/townhome management training, will lead an expert panel, consisting of: Charles T. VanderVennet, Law Office of Charles T. VanderVennet, P.C.; Angela Falzone, Property Management Veteran; and Karyl Dicker Foray, CIRMS, CRIS, Insurance Agent with Rosenthal Bros., specializing in association insurance.

The knowledge acquired in this course will help you to:

- Decrease your legal liability
- Recognize problem properties and better investments
- Determine buyer's financial obligations in foreclosures
- Understand Association vs. Homeowner insurance differences
- Work with associations in an efficient and timely manner, whether professionally or self-managed
- Educate your buyer clients on how to protect and increase the value of their properties
- Offer added value before and after the sale

Whether representing the buyer or seller, this seminar is a must to help you work efficiently and effectively with associations!



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[We've got a schedule
to fit your schedule.]

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