

*Inland Valley Association of REALTORS®  
Presents...*

**NEW 2012 Short Sale Guidelines**  
**To get your APPROVALS in 45 Days**  
**with Banks like**  
**Bank of America, Wells Fargo,**  
**Chase, etc.**

*In this class, YOU will Learn....*

- ▶ Know how and what is negotiable NOW!
- ▶ Learn the Techniques and Guidelines that will get your Short Sales Approved!
- ▶ Learn how to Find Properties WITH Equity... that can close in 30 days
- ▶ Find the Right Short Sales to Pursue & Which Ones NOT to Touch!
- ▶ Approach Your Homeowners with the Right Information that will have them Saying "Yes" to You!
- ▶ Know Exactly what the Banks are Looking for From YOU
- ▶ Have the Bank Send YOU Referrals

RSVP  
TODAY!

FREE  
Training Class

**Wednesday, March 1, 2012**

9:00am – 12:00pm

**Inland Valley Association of REALTORS**

3690 Elizabeth Street  
Riverside, CA.92506



**Bob McManus, America's Real Estate Coach** has personally trained thousands of Real Estate Agents and has more than 20 years of experience and leadership in real estate and mortgage financing. Bob has personally closed hundreds of tough transactions. Bob is a licensed Real Estate Broker so the information is directed toward what agents need to do to close transactions and get paid. Bob's information will arm you with the most up-to-date knowledge, strategies and straightforward real answers you need NOW. He will show you how to put more MONEY IN YOUR POCKET!

**Call Today to Register**  
**(951)346-4517**

**BOB MCMANUS GROUP**