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N M A R**

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Govt. Affairs:

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PRIMEO:

Barb Funk

RPAC:

John Osweiler

Technology:

Gregg Schoh

MAR: All directors listed above serve at our state association as well as our President, President-elect, Treasurer and Tom Marino is currently serving as our District's Vice President at MAR.

Staff information at [nmar.com](http://nmar.com)

# Northwest Montana Association of REALTORS

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## EDUCATION UPDATE:

The Education Committee has some great news to finish out your year of learning. Connie Roberts and her team met yesterday and approved the addition of a two day “**Commercial 101**” class presentation by Joe Still. Watch for news bulletins with more details. They also approved the addition of a two day session with Dave Beson on “**Negotiations.**” Even if you have all your credits for the year you may want to attend these great events. The Beson class will be repeated in June 2009 at the Polson seminars to benefit our Lake County members. “**Managing Montana RE Forms**” with Robyn Erlenbush will be given twice as we predict many of our Supervising Brokers will need their 4 special credits this year and this class qualifies. We are still working on approval for another Supervising Broker Class with the BRR.

Later in the summer and early in the fall we will be presenting the “**Workforce Housing**” class and the “**Quality of Life**” class.

Next week we will be in Polson with Danielle Kennedy and her two classes. As of this time her classes are full but Friday has space.

The mandated “**NAR Code of Ethics**” class is scheduled 3 more times this year for those of you who have not completed the 4 yr. mandate.

“**1031 Exchanges**” is coming up 6/20/08 8-12.

Non-accredited upcoming are:

E-Pro Workshop June 20th 1—2:30

Short Sales July 18th following meeting.

Education link: <http://www.nmar.com/education>

## SHORT SALES:

We have had several requests from our members to host a session on short sales. The Board of Directors of NMAR will host one on **July 18th** immediately following the General Membership Meeting at noon. An application for credits will be submitted to the BRR but it is anticipated that approval may not be granted by that date or possibly not at all. Even so this is a “hot topic” right now as it has become a trend to save Sellers from foreclosure sales by working on short sales. NAR sponsored sessions at the DC meetings in May and Connections sponsored sessions on short sales in Philadelphia this year. I (Kathy) had the privilege of attending those sessions and have received copyright permission from speakers to present their materials to you. We will invite a lender and a secondary market person to attend for Q & A as well. Expect the meeting to last about 30 minutes and the presentation to last about 90 minutes so block out about 2 hours. Since we can only seat 110 in our training room you will be required to RSVP to reserve a seat. Lunch will be something convenient to hold and eat during the meeting and will be free.

Who said there is no “free” lunch??

Short sale: material fact?

Short sale: commissionectomy?

Short sale; loss mitigation?

Short sale; Get over the fear!!

See you for lunch and learning! **L&L**