

*"To close a short sale, you need excellent negotiation skills.  
That's why we took the Certified Short Sale  
Negotiator (CSSN) course from the Real  
Estate Negotiation Institute."*



- State-specific contract forms
- How to negotiate for the seller
- How to negotiate for the buyer
- How to negotiate with the banks
- The best negotiation training in real estate!



*"I went from being intimidated by short sales to being energized to handle as many of these deals as I can! I am now confident I am the one who is trained to help my clients get the job done correctly!"*  
Rob Cammarata CSSN

*"I have taken just about all of the short sale courses. The CSSN class is by far the best. The instructors have unmatched knowledge from the trenches, and the course is geared to my specific market."*  
Tom Donohue CSSN

**Date:** March 18, 2010

**Time:** 9:00 AM – 4:00 PM

**CE Hours:** 6 hours

**Registration:** 8:30 AM

**Sponsor:** Phoenix Association of Realtors

**Price:** \$99

**Location:** 5033 N. 19<sup>th</sup> Ave, Suite 108, Phoenix, AZ 85015



Visit <https://www.regonline.com/cssn-par031810> for more information

Contact registration administrator: 623-252-2192 or [Training@AZShortSaleExperts.com](mailto:Training@AZShortSaleExperts.com)