



New Training Provides Sales Strategies for Today's Market Agents Can Learn to Insulate Themselves From Market Conditions

(August 25, 2008) RE/MAX University has just produced a video training program for its Sales Associates entitled *Foreclosures, Short Sales and REO's*. The course is now available on DVD and provides practical strategies designed specifically for success in today's real estate market. By utilizing the techniques presented in *Foreclosures, Short Sales and REO's*, Sales Associates will learn how they can be productive no matter what type of market they're facing.

The four hour comprehensive course is taught by Nancy Freeman, a 28 year RE/MAX veteran, who is licensed to teach continuing education and Graduate Realtor® Institute classes. "Once an agent takes this course, they will never fear a down market again. Their career will be recession-proof," said Freeman. "Most agents are successful in a good market, but if they learn how to make sales in this kind of market, they will always be successful."

Foreclosures, Short Sales and REO's teaches Sales Associates how to master the entire foreclosure process; How to market themselves to lenders, identify prospective clients, market REO properties, and provide Broker Price Opinions (BPO's). In addition, Nancy Freeman is available to course graduates for personal guidance over the phone.

Sales Associates who have completed the course are already reporting success. "The course is excellent. It provides you with everything you need right down to the language of the letters to send. I am now doing several BPO's and working for a few REO, asset management companies." Curtis Griffin, RE/MAX Capital, Williamsburg, VA.

"It's the most exciting work, to help your fellow man. It's a great reward. If I can save just one person from foreclosure, that's something to celebrate." Moneta Sizemore, RE/MAX First, Maryville, TN.

RE/MAX Sales Associates interested in ordering the *Foreclosure, Short Sales and REO* DVD course can call 888-720-5192. Any questions concerning the course can be answered by calling this toll free number. Course registration can also be completed on-line on the RSN page

of the company's Intranet, RE/MAX Mainstreet, under the University tab. The cost for this four hour course is \$225.00.

Credit for taking the *Foreclosure, Short Sale and REO* course can be applied toward professional designations in the areas of; Foreclosure and Short Sales, REO Property Sales, and Broker Price Opinions, which are all offered by Express Learning Centers. Information about obtaining these designations is provided with the course materials.

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About RE/MAX International, Inc.

RE/MAX was founded in 1973 by Dave and Gail Liniger. From a single office in Denver, Colorado, it has grown into a global network of nearly 110,000 Sales Associates working in 7,000 offices in more than 65 countries.

Today, all the home listings in thousands of cities and towns can be found at www.remax.com, the most visited web site of any real estate brokerage brand. Nobody in the world sells more real estate than RE/MAX.

RE/MAX International is proud of its Premier Community Citizenship, which has raised millions of dollars for deserving organizations like Susan G. Komen for the Cure, Children's Miracle Network and The Sentinels of Freedom Foundation.

For information on RE/MAX International visit: www.remax.com or www.joinremax.com

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