



# Short Sales

A Live Two-Part Webinar

## Part 1: Tuesday, April 12th, 2011 | 10:00am - 11:30am (1 hour presentation, 1/2 hour Q&A)

Presenters: Linda Hamilton, CSEO - Chicago Title Co., and Jonathan Zak, Esq. - Wright, Finlay & Zak

Moderator: Tyrone Anub - Vice Chair, CLTA Education Committee (Placer Title Company)

- Definition of short sale and compromise sale
- Parties to a short sale
- HAFA
- Short Sale process and documentation
- Agent authorization forms for escrow to communicate with Lenders
- Licensing of processors and negotiators
- Preliminary Estimated HUD-1 details
- Short sale approval letter
- Short Sale Addendums
- Working with First Lender and Junior Lienholders
- Addressing conflicting demands of first and junior lienholders
- Notice of Default Purchase Agreement Details
- Disclosure of renters as buyers and family members and Arm's Length Transaction
- FRAUD - Agents writing up contacts to postpone Trustee Sale, other issues
- Understanding the provisions of SB 306 (2009) regarding short sale demand procedures, if utilized

## Part 2: Tuesday, April 19th, 2011 | 10:00am - 11:30am (1 hour presentation, 1/2 hour Q&A)

Presenters: Linda Hamilton, CSEO - Chicago Title Co., and Jonathan Zak, Esq. - Wright, Finlay & Zak

Moderator: Tyrone Anub - Vice Chair, CLTA Education Committee (Placer Title Company)

- Obtaining Pre-Closing/Final HUD-1 approval
- Obtaining updates of short sale letters/agreements
- Second lien holders service agreements
- Role of MERS and obtaining servicer information online
- Sale of loan by lender mid-transaction
- Equator - liability and issues
- How escrow and title can avoid contested short sales
- Types of Short Sale disputes
- How disputes occur and how to avoid them
- Events that may trigger rescission/cancellation by the lender
- Effect of foreclosure and/or bankruptcy
- What happens when Short Sale declares sale is void
- Potential issues in Short Sale litigation
- Potential plaintiffs/defendant in Short Sale litigation

Register and pay  
for both courses at the  
same time & save \$10!

Great education at an AFFORDABLE price! Delivered directly to your office by LIVE WEBINAR!

Cost is only \$60.00 per connection (one computer) for members, \$85.00 per connection (one computer) for non-members. Price includes 1.5 hours MCLE/PD credit per webinar. The registrant will receive access information, handouts (prior to webinar) and sign-in sheet (after the webinar) via email. Registrant will also need to return the sign-in sheet so we may verify the registrant's attendance for those registrants desiring CE credit.

REGISTRATION AND CANCELLATIONS: Registration fee is for one single connection (one computer). Registrations for Part 1 only or both Parts 1 and 2 must be received by April 11th at 4:00pm PST; registrations for Part 2 only must be received by April 18th at 4:00pm PST. All cancellations received prior to March 29th will receive a refund less a \$10 processing fee. NO REFUNDS will be granted on or after March 29th, although registrations may be transferred.

### STEP 1. Complete Your Registration Information (Please use one form per registrant.)

Registrant Name: \_\_\_\_\_ Company: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ E-mail (required): \_\_\_\_\_

Member of (please check one): California Escrow Association  California Land Title Association  Neither

STEP 2. Choose Course (circle one)	Part 1 Only	Part 2 Only	BOTH
Member Rate (CEA and CLTA Members only)	\$60.00	\$60.00	\$110.00
Non-Member Rate	\$85.00	\$85.00	\$160.00

### STEP 3. Complete Your Payment Information

<p><b>TO PAY BY CHECK</b> COMPLETE FORM, MAKE CHECK PAYABLE AND MAIL TO:</p> <p><b>CALIFORNIA LAND TITLE ASSOCIATION</b> PO BOX 13968, SACRAMENTO, CA 95853-3968 1215 K STREET, SUITE 1816, SACRAMENTO, CA 95814</p> <p><b>**REGISTRATION CONTACT INFORMATION**</b> CYNTHIA GROOM &lt;CG@CLTA.ORG&gt; TELEPHONE: 916-444-2647</p>	<p><b>TO PAY BY CREDIT CARD</b> COMPLETE FORM &amp; RETURN TO: FAX: 916-444-2851 OR EMAIL: CG@CLTA.ORG</p>		
	<p>MasterCard <input type="checkbox"/></p>	<p>VISA <input type="checkbox"/></p>	<p>American Express <input type="checkbox"/></p>
<p>Credit Card #: _____</p>			
<p>Exp. Date: _____</p>		<p>Security Code: _____</p>	
<p>Signature: _____</p>			