

How to Attract More Buyers & Create More Sales

With the Tips & Techniques Taught in Jeff Elias' 4 Hour CE Course Titled:
"Financing Methods to Provide Better & Clearer Service to Consumers."

Receive 4 hours CE Credit.

Would you like to be able to utilize absolutely the best financing program and the most recent tax laws to help you increase your business? Do you want to stand out today from your competition? Elias, this country's premier teacher of real estate finance, will show you how a better grasp of financing and tax law will *substantially increase your sales volume* while giving your buyers and sellers exactly what they want.

Jeff Elias provides tools & strategies to help you become more successful. **BEST CE CLASS!!**

Topics covered in this morning half-day seminar include:

- How to help buyers improve their credit scores and loan qualifications..
- How to overcome lenders' more stringent underwriting guidelines now in force.
- How to get the buyer excellent terms while getting the seller full price.
- How the seller can advertise "cash" concessions in lieu of price reductions.
- How relatives can act as co-borrowers to help buyers qualify and provide down payments.
- How to use VA and FHA financing when the buyer's credit score is too low for conventional loans..
- How real estate investors and real estate agents can shelter \$25,000 yearly from federal taxes.
- How to get your clients \$50-500 per month so they can budget a move up home or vacation home.
- How to provide "annual reviews" to generate listings, move-up sales and vacation home sales.
- And much, much more.

Jeff Elias will show you how a better grasp of financing and real estate tax laws will substantially increase your sales volume and commission income while giving your buyers and sellers exactly what they want.

Receive 4 hours CE Credit!

Where: **NOMAR**

3645 North I-10 Service Road Metairie, LA 70002

&

4350 Hwy 22, Suite J Mandeville, LA 70471

When: **Thursday, March 26, 2015 9:00-1:00pm__Metairie**

Friday, March 27, 2014 9:30-1:30pm__Mandeville

Please check (J) off which date and location you will attend.

Fee: **\$20.00 for NOMAR members or \$40.00 for non-members**

Master Card___ Visa___ Discover___ or American Express___

Credit Card Number_____ Exp._____

Any cancellations must be received in writing 48 hours before the class date or you will be charged a \$20.00 no show fee or tuition will be forfeited, whichever is the greater. **No phone reservations.**

There is a \$5.00 cancellation Processing fee.

Jeff Elias, Nationally-Recognized Real Estate Finance Guru!

Who Is Jeff Elias?

Jeff Elias is this country's premier teacher of real estate finance. He is the author of five books on real estate finance and taxes. His best seller, Jeff Elias' Comprehensive Guide to Real Estate Finance, has over 250,000 copies sold nationwide. He also publishes a newsletter on real estate finance and real estate tax law called "Mortgage Note\$."

A nationally recognized speaker, conducting over 100 programs each year, he has completed over 3,100 seminars in the past 27 years in all 50 states, Puerto Rico and the U.S. Virgin Islands.

Owner of several successful businesses, Elias is an active real estate investor and currently owns over three million dollars worth of residential properties.

"Jeff Elias stands at 6' 5" tall. He has a booming voice, and he delivers his material with 'star-quality', in a fast paced easy to understand manner. His sessions are consistently rated THE BEST at real estate conventions. Elias gives humorous examples as he illustrates the many ways his insights will help the professional real estate agent earn higher commissions for the same effort!" --J. Lutz

Deborah

Who should attend this program? Anyone who

desires a substantial increase in commission income!

Can you afford to miss this info packed session?

Fax Registration Form to 504-888-1812 or email to

margo@nomar.org

Name _____

Tel _____

Firm _____

Real Estate License # _____

Address _____

City, State, Zip _____

Email _____