

FREE Foreclosure Seminar!



"How To Buy A Foreclosure In San Diego"

Fantasy vs. Reality: Learn The Truth About Foreclosures (REOs)

Saturday, Feb. 16, 10am-Noon @ UTC mall in University City

Dreamers Need Not Apply. Let's just get two key things out of the way:

- 1) This isn't a phony get-rich-quick seminar on buying foreclosures @ 50¢ on the dollar. (You can't.)
- 2) This isn't about buying zero down with bad credit and no job. (You still must qualify for a loan.)

What This Seminar Is About: 24-year veteran Realtor and foreclosure expert Gary Kent sells REOs for 34 different lenders. He'll share inside information about everything you need to know to buy a foreclosure in San Diego today.

What's An REO?:
Real Estate Owned by a bank after foreclosure.

When you attend, you'll discover:

- The top 10 San Diego County neighborhoods where you can find the very best REO deals today
- *Forget what you've heard: Here's how much to expect the bank to come down off their price*
- An easy 5-step plan to help you get a great value on a foreclosure in the next 90 days
- *Why what millionaire Baron Rothschild said 120 years ago is so relevant right now*
- Key things bank look at when choosing an offer... They're not what you think
- *The three stages of foreclosure... And why you shouldn't buy in two of them*
- If you don't have *this* one piece of paper, you can't buy a foreclosure!
- *Traps to avoid in the small-print forms the banks make you sign*
- What to do if a bank won't take your offer... It may surprise you
- *Why media reports about foreclosures are often DEAD WRONG*
- The #1 dumb mistake people make when offering on an REO
- *How to get banks to pay EVERY PENNY of your closing costs*
- Everyone's asking: Can you get a better deal at an auction?
- *Banks only look at the bottom line on an offer... Or do they?*
- Those ugly real estate headlines: Bad News or Good News?
- *Auctions: tricks, traps, and pitfalls that will blow you away*
- Free email access to undervalued & foreclosure properties



- *How to get the best deal on an REO*
- How banks handle "lowball" offers
- *The ugly truth about "short sales"*
- What to watch out for in an REO

"There's a lot of talk about foreclosures. Unfortunately, much of it's wrong. Come learn the truth from an insider. See you there..." —Gary

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*****Practicing real estate agents attending must pay a \$1,000 fee*****

**Food/Refreshments Provided +
*FREE DRAWING Dinner for Two***

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