



# **Environmental Challenges to the Real Estate Professional**

June 10<sup>th</sup>

A seminar was held to learn about the things residential and commercial REALTORS® should know about environmental compliance.

The instructor for this seminar was Amy Conchas, Environmental Dept. Manager for the Wilmington, North Carolina ECS office. Amy holds a B.S. in Natural Resources and is a Registered Environmental Professional (REM).

Where: 101 Stone Chimney Place, Supply, NC (Education Room)

Cost: This was free to BCAR Members!

The presentation answered questions on:

- Transactional Environmental Compliance
- Wetlands/Waterways/Docks and Piers
- Hazardous Materials and Indoor Air



## **SHORT SALE WORKSHOP**

**'8 Steps to a Successful Short Sale' presented by Steve Wilde**

June 23<sup>rd</sup>

This **free** workshop taught what Steve Wilde (Wilde Law Firm PLC), an affiliate member of BCAR, has learned while successfully negotiating short sales. This was the workshop that makes the difference!

Steve has had so many requests from BCAR members for this short sale workshop that he agreed to come down and open it up to all Brunswick County Realtors.

**This rich content workshop covered:**

- ✓ **8 steps to Successful Short Sale.**
- ✓ **How to complete a successful short sale on your own.**
- ✓ **Pitfalls to watch out for and how to avoid them,**
- ✓ **To clearly identify the responsibilities of all parties involved including the Selling and Buying agents and property Seller and Buyer.**
- ✓ **How foreclosure and bankruptcy relates to the short sale.**
- ✓ **To quickly assess 'short sale success quality' in a prospect.**
- ✓ **Other important but not well known factors in the short sale process,**
- ✓ **How to become one of the realtors that close the deals.**
- ✓ **Steve has developed and will introduce the 'Turn Key Short Sale Management System' for Realtors.**

Steve Wilde, an attorney licensed in North Carolina (& California) has been teaching and training realtors throughout North Carolina and South Carolina on foreclosures and short sales for 5 years. Since January, 2010 Steve has successfully trained realtors in Southport, Ocean Isle, Wilmington, Charlotte, Ashville, Hendersonville, Myrtle Beach, Brevard and the Outer Banks.