



Chicago Title invites you to...

# “Short Sale Secrets Revealed - From the INSIDE out”

## WHAT YOU WILL RECEIVE:

You will learn exactly how to get a Lender to accept a short sale. On Friday, September 21<sup>st</sup> join us for a seminar taught solely by a man ‘on the inside’. Lee Honish, who is the head of Loss Mitigation for a major Mortgage lender (so large in fact, that we can not disclose the name publicly), will teach you the tips and tricks to successfully close a short sale in record time. There will also be an opportunity at the end of the seminar to purchase a custom short sale manual from our speaker (\$495).

## SOME OF THE THINGS TO BE COVERED INCLUDE:



- ◆ How to position yourself as an expert
- ◆ How to contact or get to the Decision Maker
- ◆ How to prepare a short sale submission package
- ◆ Initial offer to lender
- ◆ Tactics for getting your offer accepted
- ◆ The A to Z’s of a short sale from someone on the inside

This seminar will fill up fast so please RSVP  
by email to [CTTSDSeminars@ctt.com](mailto:CTTSDSeminars@ctt.com)



**Chicago Title**

“The Best Coverage, The Best Company”

SHORT SALE SECRETS

## WHERE IS IT?

### SAN DIEGO CONVENTION CENTER

111 W. Harbor Drive  
San Diego, CA 92101

Ballroom 20A Located on the upper level

Parking \$8.00

**Friday, September 21<sup>st</sup>, 2007**

9:30 a.m. - 12:30 p.m.

(Check-in required, please arrive early)

## About Our Speaker:

Lee Honish is a career Loss Mitigator, asset manager, realtor, loan officer and developer. He started his real estate career in 1986 working for Invescor, Inc. and as a REO liquidator for Beneficial of California doing asset management and property management. He went on to work for Homecomings GMAC (pre merge and post merge) as an asset manager and property manager. He then went on to work in the retail building, selling and obtaining financing for millions throughout the late 1990’s and into 2000. Finally landing and working for a Major Lender as the head of Loss Mitigation for the Home Equity Divisions (HELOC). *Lee negotiates hundreds of files weekly and maintains the highest return rate of record in the short sale industry.*