

Foreclosure Intervention Specialist

About HOM Courses



HOM courses are available in a variety of formats to meet the learning preferences and time demands of Real Estate Professionals. Course delivery is classroom setting with OHIO DRE Certified instructors. Registration and Certification of Attendance are provided by HOM. Copyrighted course materials provided by HOM.

HOM Instructor

Mildred Wilkins is the President and Owner of Home Ownership Matters, LLC. She is an author and the presenter of continuing educational courses approved by the state of Ohio and state of Indiana Real Estate Commission as well as the as Indiana Secretary of State, Instructor for Graduate REALTOR Institute, commentator for National Public Radio, contributor to MSNBC News and former columnist for the Indianapolis Recorder. She is the creator of educational booklets and seminars on home ownership issues. Mildred is a member of the Indiana Association of Realtors and was the 2004 chair of the Equal Opportunity in Housing Committee. She is also a member of Indianapolis Board of Realtors, Indiana Foreclosure and Prevention Task Force and Indiana Civil Rights Commission Fair Housing Task Force. Recognized as an industry leader in foreclosure, she has been quoted in the New York Times and BusinessWeek as well as the Columbus Ledger and numerous other newspapers in the midwest.

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FIS – Certification

FIS Certification lets clients and colleagues know of your proficiency in serving the public with specialized skills in Foreclosure Intervention and Short Sales. The certification program includes ODRE core continuing education requirements and all courses are approved for CEU's.

There is no cost or annual fee for the FIS Certification. You will receive a certificate of completion, a press release announcing the completion of your FIS Certification. Periodically, You will receive quarterly newsletters with updates on related issues once you have completed the FIS program.

Certification Requirements

1. Ohio licensed Sales Person, licensed Mortgage Broker, and Industry Associate (Lenders, Bankers, Attorneys, and Title Agencies)
2. Completion of Thirty hours of approved HOM courses; within two calendar years of beginning program.
3. Application for FIS Certification.

Approved Courses

1. Any courses conducted by HOM in Ohio are pre-approved for certification
2. You may substitute (up to 6 hours) other courses approved by HOM.

How to Sponsor a HOM FIS Course

1. In Ohio, contact Tom Kowal, EO, and LoCAR at 440-986-9545 to check on date availability and contract terms and conditions.
2. Secure your date choice(s) with a Signed Contract and a \$500 deposit.

Once your offering is confirmed, you will receive a marketing tool kit, confirmation letter, and a completed contract.

Suggested Course Pricing

Per Student Fee:

Level 1	\$259.00	12 hrs	2 days
Level 2	\$129.00	7 hrs	1 day
Level 3	\$239.00	11 hrs	2 days

Registration online at www.locar.org and www.homeownershipmatters.com

Program Sponsorship Incentive:

OAR Associations and Brokerages can earn a sponsorship incentive fee based on a per student rebate, availability of an adequate classroom facility, and refreshments.

Contact Tom Kowal (440-986-9545) for details.

Continuing Education

and

Training Seminars

for

Real Estate Licensees

and

Real Estate Industry Professionals



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Background

HOM was created initially as an educational tool for consumers. In 2002 HOM president was asked by the Indiana Association of Realtors to write a CE class on Predatory Lending. Licensees who attended that class specifically asked for help with the increasingly common problem of people needing to sell when a home which was not worth as much as they owed. "Short sale" training was the 4-hour class which followed. Over time as the foreclosure problem has worsened and the problems associated with real estate transactions in this climate has emerged new courses offered to address these new challenges have also emerged. As a trainer, Mildred has the professional background as well as specialized training in Loss Mitigation from both HUD and Fannie Mae. She has sold numerous homes as "short sales" as well as selling foreclosed homes for Fannie Mae for 2½ years.

Why offer a certification program?

Quite simply there is currently limited professional training available relative to foreclosure/foreclosure intervention. HOM and LOCAR share in the belief that the consumers of Ohio need licensees who are up-to-date on foreclosure issues impacting real estate transactions. Consumers turn to licensees for help when they are facing one of the hardest challenges of their lives: the selling of their home when they are either already in default, expect to go into default and/or realize the sale of the house will not net enough to cover their mortgage payoff.

The (FIS) Foreclosure Intervention Specialist certification will set apart those agents who have taken extensive training to be prepared to handle the challenges associated with these types of transactions. It will become another way for agents to market themselves. It is my sincere hope as the developer of this program that many agents will receive the certification and that they will, in fact, become an army of trained professionals working to reduce the number of foreclosures in the state of Ohio.

Goals

1. Understand how foreclosure has changed the role of the sale person, sale of real estate and the current market.
2. Use their knowledge as educators relative to foreclosure intervention even when a sale is not the recommended solution.
3. Gain a firm foundation relative to foreclosure intervention.
4. Be aware of the resources which are available for both themselves and their clients.
5. Understand some basic legal implications as well as legal risks to avoid liability to themselves, clients, the brokerage firm.
6. Become confident in this arena; knowledge really does create power.

Level I (2 days – 12 hours) Ohio Real Estate Law

Aspects of Foreclosure Mitigation (3 CE Hours)

This course provides information and knowledge to be current on Ohio real estate law concerning the representation of buyers and sellers for mitigated residential properties. It also identifies the necessary procedures for compliance with mortgage and title agency laws. This course satisfies the educational requirements for Ohio real estate licensing law.

Listing an Upside Down Property (3 CE Hours)

Marketing is important for selling an upside down property. This course will help you make recommendations to your client concerning pricing, price reductions, release memos, sellers disclosure forms, and developing a mutually agreed to marketing plan. Learn what "as is" really means in property descriptions and disclosure. This course satisfies the educational requirements for Ohio real estate licensing

Short Sales (4 CE Hours)

Stop telling potential clients there is nothing you can do when they owe more than the house is worth... THERE IS! This course will help you to understand why establishing an appropriate list price from the beginning is so critical. This course is designed to teach REALTORS® the practical steps necessary to successfully market and complete the sale and closing when the client owes more than the property can bring on the open market. In short, you will become an educated housing professional who can take charge of a short sale transaction. This course satisfies the educational requirements for Ohio real estate licensing law.

Buyer Agency (2 CE hours)

This 2 hour course is designed to explore the challenges a Buyer's agent should anticipate when helping a client with a pre-foreclosure or foreclosed property. Due to the significant increase in foreclosures in the state licensees should be prepared to handle some details not associated with traditional transactions. This course satisfies the educational requirements of Ohio real estate licensing law.

Level II (1 day – 7 hours) Broker Price Opinions (4 CE Hours)

The focus of this class is to learn how to more accurately determine the most likely sales price of the subject property. When armed with more definitive data you are in a better position to justify pricing. This class will use an exercise in the completion of a long form BPO to help you sharpen your expertise. This course satisfies the educational requirements for Ohio real estate licensing law. (Calculator required in class)

Fair Housing Considerations when Listing an Upside Down Property (3 CE Hours)

This course will explore the Civil Rights/Fair Housing law and ways to assure you and your company are in compliance when listing an upside-down property for your clients. This course satisfies the educational requirements for Ohio real estate licensing law.

Level III (2 days – 11 Hours)

Foreclosure Intervention Ethics (3 CE Hours) (Mandatory)

An intense and interesting look at professional real estate practices following National Association of REALTORS and the State of Ohio Canons of Ethics as they pertain to Foreclosure Prevention and Mitigation. This course satisfies the educational requirements for Ohio real estate licensing law.

Practical Application of Loss Mitigation (4 CE Hours)

In this class you will learn: what is loss mitigation, be given a practical checklist for interviewing a potential client, options for foreclosure intervention, be provided with and discussed in detail the actual Federal guidelines. The instructor will help you develop a intervention strategy through case studies. This course satisfies the educational requirements for Ohio real estate licensing law.

Disclosures: Clear as Mud (2 CE Hours)

This discussion of disclosures will focus on the heart of today's foreclosure problem- understanding the disclosures. Many consumers say they would not have gotten the loan had they understood the prepayment penalty, the variable rate rider, the escrow account, the balloon payment. Just as important, consumers and licensees must be sure they understand the important disclosures associated with the sale of the home. This course satisfies the educational requirements for Ohio real estate licensing law.

Getting to the Closing Table (2 CE Hours)

This 2 hour course provides valuable recommendations to avoid delayed or cancelled closings. You're breathing a sigh of relief now that you have an offer to purchase but you're a long way from the closing table. A timely closing depends on many factors including preparation BEFORE the home was listed, terms in the purchase agreement, strength of the buyer's financing, lender's ability to perform in a timely fashion and the title company's diligence with title issues and document preparation. This course satisfies the educational requirements for Ohio real estate licensing law.