



**When:**

Wednesday  
February 22, 2012  
10:00 a.m.- 2:00 p.m.

**Where:**

Santa Cruz County  
Association of REALTORS®  
Conference Room  
2525 South Main Street,  
Soquel, CA 95073

**FREE Event**

Seats are limited,  
RSVP today, contact  
Leslie Flint  
(831) 464-2000  
leslie@mysccar.org

**Learn More:**

EnergyUpgradeCA.org

## Energy Finance Training Class for Home Performance Contractors, REALTORS® and Loan Officers

*Gain a practical understanding of energy efficiency financing and rebate programs and how these can increase your business.*

### Specialized Sessions

#### 10:00 - 11:00 a.m. - Home Performance Contractor, Loan Officer and REALTOR® Session

Learn about special rebates and financing that can help upgrade distressed properties, a tremendous business opportunity for Contractor-REALTOR® partnerships.

#### 11 a.m. - 2:00 p.m. - Loan Officer and REALTOR® Session

- Find out how to stack financing and rebate programs for maximum benefit
- Learn how to get listing agents and asset managers to accept offers using these programs
- Gain tools and techniques to make financing easy to understand and obtain
- Programs covered will include, Energy Efficient Mortgages, 203k Full and Streamline, HomeStyle Renovation, HomePath Renovation and local programs

### Featuring Industry Expert Kevin Nunn

Kevin Nunn is an Energy Financing Specialist with Energy Upgrade California. He has spent his 18 year residential lending career promoting programs that allow home buyers and home owners who are refinancing their mortgages to improve the energy efficiency of their homes. He will be sharing practical tips and techniques on delivering these products very efficiently.

Co-Sponsored by:



**Reduce energy. Save money. Create jobs.**



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