

## **FOR IMMEDIATE RELEASE IN NEVADA**

### **KYLE WAUGH is recognized as a Certified Short-Sale Professional and is awarded the CSP Designation**

**Las Vegas, NV, January 2010** - Kyle Waugh, a member of the Greater Las Vegas Association of Realtors<sup>®</sup>, was recently awarded the Certified Short-Sale Professional (CSP) designation. Waugh joins a select and growing group of real estate agents who have recognized the importance of providing this value-added service to their clients. In today's increasingly competitive real estate market, these trained agents set themselves apart by helping homeowners navigate through the process of short selling their home before it goes into foreclosure.

Waugh earned the CSP designation by completing the prescribed online coursework and completing an end-of-course competency-based test. The Certified Short-Sale Professional course is designed to provide agents with the tools and knowledge they need to effectively guide their client through the short-sale process. Unlike normal real estate transactions a short-sale requires particular care and additional work to be completed smoothly and, if done improperly, may cause the homeowner to go into foreclosure.

Armed with the CSP designation and an increased awareness of the principles of short sales, real estate professionals such as Kyle Waugh are immediately able to better serve their current and prospective home sellers that may need to short sale their home. This knowledge sets the individuals who have attained the CSP apart from their peers, because it gives them the tools to assess a homeowner's situation and properly guide them and the buyer of the property through all the necessary approval processes required to short sale a home. A CSP will be able to help the owner prepare the required documentation, navigate through the mortgage framework and keep the homeowner's property from being foreclosed upon.

For general information visit [www.CertifiedShortSaleProfessional.com](http://www.CertifiedShortSaleProfessional.com). For specific help on how a CSP trained agent might help sell your home during this difficult time, contact Kyle Waugh / Waugh and Associates, your local Certified Short-Sale Professional at 877-570-6811.

(or "for a free preliminary assessment of your short-sale needs, contact Mr. Waugh today" )

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**About Kyle Waugh**

Kyle Waugh is the CEO of Waugh & Associates. He has been licensed for 13 years, 6 of which were as a broker. He has also been the exclusive broker for the Opus, Pinnacle Las Vegas, Echelon and Summit developments. Kyle has over twenty years of experience in real estate and business development in his native city, Las Vegas. He has also been recognized in the In Business LV “Who’s Who in Real Estate” during 2006, 2007 and 2008.

Kyle Waugh / Waugh and Associates  
10161 Park Run Dr. Suite 150 Las Vegas, NV 89145  
(877) 570-6811 office  
[info@waalv.com](mailto:info@waalv.com) [www.waughandassociates.com](http://www.waughandassociates.com)

**About RealtyU Group, Inc.**

RealtyU Group, Inc. is the largest career development company in the country with both online and offline learning platforms. This real estate course focuses on enhancing professional skills needed by real estate brokers and agents to provide true “value added” service to today’s home seller. The Certified Short-Sale Professional course is one of many professional designations that are part of the RealtyU® Family ([www.RealtyU.com](http://www.RealtyU.com)) of career development companies and services.

# Certified Short-Sale Professional



CERTIFIED SHORT-SALE PROFESSIONAL

## CERTIFICATE OF COMPLETION

*This is to certify that*

**Kyle Waugh**

*has successfully completed the educational*

*requirements to earn the*

**CSP Designation**

February 3, 2010

Date

W. A. Shue

William A. Shue, Chairman

