

Get your Accredited Buyer Representation (ABR) Designation for \$199

LOADED WITH 15 CON-ED CREDITS and lunch

BONUS: If you got your SFR, that counts for the ABR elective that is required to get your ABR Designation



Date: Thursday and Friday, May 27 and 28, 2010 (2 day course).

Time: 8:00am sign-in, Class 8:30am – 5:30pm

Place: Traverse City Golf & Country Club, 1725 S. Union, Traverse City, MI 49684.
Directions: 231-947-9140

Price: **\$199.00** (normally \$350.00 - 400.00). **WCR members \$169.00**

ABR (Accredited Buyer Representative) Designation by NAR.

This two-day course will help real estate professionals to thoroughly represent buyer-clients in real estate transactions and provide the quality of service and degree of fidelity to buyers that sellers have customarily enjoyed. It will also offer ideas and methods for building a buyer representation business, develop a self-customized tool for conducting a buyer counseling session, help agents understand their fiduciary responsibilities and how to confidently explain them in easy-to-understand terms. Very supporting, this course will also help agents gain their clients trust so that they will feel comfortable entering into a buyer agency contract.

Value added benefits:

1. Recognition and distinction at NAR/REBAC as a designated Accredited Buyer's Representative.
2. Access to the electronic tool kit (Right Tools / Right Now), ABR Logo and marketing materials.
3. Fifteen (15) hours of Con-ed Credit (2 are legal) for the current licensing cycle.
4. Lunch is included both days.

Requirements to achieve your ABR Designation:

1. Pass final exam at end of two day ABR course with minimum 80% passing score.
2. Complete one (1) elective course. **The SFR core course counts.**
3. Verify five (5) completed Buyer Representation transactions, past or future.

PRE-REGISTRATION AND PAYMENT REQUIRED - LIMITED SEATING BOTH EVENTS

Go to: www.REEPofMichigan.com . Then click "Specialty Events NAR" classes on left. You do not need a PayPal account. Use standard credit card. Or you may call Rick Conley at 231-944-9392 to register. Checks made payable to "REEP of Michigan" and must be mailed to 520 Belmont Drive, Traverse City, MI 49686 and received prior to the event. Questions can be addressed to www.RickConley@REEPofMichigan.com

