

The Source for Excellence in Buyer Representation **ABR**

ABR is a National Designation

Sponsored by:

West Michigan Lakeshore Association of Realtors®
(616) 846-6240 or (800) 611-7300

DATE:

March 26, 27 & 28, 2008

TIME:

8:30 a.m. - 5:00 p.m.

PLACE:

WMLAR Office
12916 168th Ave.
Grand Haven, MI 49417

COST:

\$275 for the 2 day ABR Class if registered by March 17; \$300 after March 17th; \$420 for all 3 days (includes the elective Foreclosures) if registered by 3/17; \$450 after 03/17

Price includes: 15 hours Continuing Education Credit (2 of the hours qualify as Michigan Law),
First year's dues to REBAC, the manual, and marketing tools provided by REBAC

Continental Breakfast, Lunch and Snacks will be provided

INSTRUCTOR:

Mary Ann Bush, Bush Training

DESIGNATION REQUIREMENTS:

5 Buyer Transactions within 36 months of the course, Successful ABR course completion & exam;
Successful one-day elective topic and exam. You do not need the 3rd day elective Foreclosures Course if
you have accomplished one of the following: e-Pro Designation, CRS 204, Land Brokerage 101,
REBAC course of Resorts & Second Homes, WCR courses: Negotiations, or
Harnessing the Power, Referral & Networking

Agency, Theory and Practice:

REBAC, Progression of the Real Estate Profession, Agency Relationships in a Real Estate Transaction, Relationships Between Real Estate Brokerage Companies & Consumers, Creating an Agency Relationship, Agency Conflict and NAR's Policy on Agency Disclosure

Service Delivery:

How We Work with Buyers, Services Provided in a Real Estate Transaction, Reasonable Care to Protect the Buyer, Properties, Understanding Services and Protecting the Broker, Recognizing Conflicts of Interest and Changing an Agency Role

Marketing and Promotion:

Building and Maintaining Your Buyer Representation Business and Presenting Yourself to the Buyer

Negotiation and Risk Management:

Negotiating as a Buyer's Representative and Managing Your Buyer Representation Business

Mail Check (made out to WMLAR) and Registration Form to:
Attn: Michelle Morgenstern, West Michigan Lakeshore Assn. of Realtors®
12916 168th Ave. , Grand Haven, MI 49417

ABR 03/08

PRINT NAME _____ OFFICE _____

VISA/ MC/AM EXP # _____ Exp. Date _____ Signature _____

Phone # _____ Today's Date _____ Amount Enclosed _____

E-mail Address _____

Permanent ID # _____ NRDS # _____