



When you can't  
count on the  
market, you have  
to count on  
**your skills!**

**Buyer representation is one of the most critical  
consumer issues and will grow more prevalent as we  
move into the new century.**

### ***What You Will Learn in This Course?***

This course sets the foundation of skills and resources to help you succeed in today's marketplace as a buyer's representative.

***Topics covered include:***

Agency Relationships

Duties to Clients

Responsibilities to Customers

Marketing Fundamentals

The Interview and Counseling Session

Buyer Representation Agreements

Offer through Contract

Building Buyer Loyalty

**C/E:** 9-agency/3-disclosure (Arizona Association of REALTORS school)

**PRICE:** \$159 (includes lunch) Note: normally priced at \$295

**REGISTER:** <http://www.regonline.com/2013abr>

**DATE:** **September 5-6, 2013 (9:00—4:00 each day)**

**LOCATION:** Northern Arizona Association of REALTORS classroom

**INSTRUCTOR:** Evan Fuchs, ABR, CRS, GRI, ePRO

Questions: contact AAR 602-248-7787/800-426-7274

**Take the first step toward earning your ABR  
designation.**

Brought to you by: Northern Arizona Association of REALTORS and AAR.



*Designation information:*

[http://rebac.net/  
how\\_to\\_get\\_your\\_abr.cfm](http://rebac.net/how_to_get_your_abr.cfm)