



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: **October 28-29, 2013 (9:00—4:00 each day)**
LOCATION: **SEVRAR classroom (Mesa)**
INSTRUCTOR: **Holly Mabery**
Questions: Contact AAR 602-248-7787/800-426-7274

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

Bonus: this class also offers GRI elective credit in 2013 and can be used as one of the required GRI classes in 2014.

Brought to you by: SEVRAR and AAR.



Designation information:

[http://rebac.net/
how_to_get_your_abr.cfm](http://rebac.net/how_to_get_your_abr.cfm)