



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

**In the two day course you will learn:**

- How to identify and describe all of the possible relationships between a buyer-client and a real estate brokerage company.
- How to make timely and meaningful agency disclosures to buyers and sellers.
- Comply with the Code of Ethics of the National Association of REALTORS® in interactions with buyer-clients, customers, sellers and colleagues.
- How to differentiate between customers- and client-level services.
- How to avoid unproductive situations with unmotivated, unqualified, and other types to problem buyers.
- Identify the factors that are part of a negotiation strategy that produce a beneficial outcome for a buyer-client.

Who you are and what you are, make a big difference. ABR® after your name tells buyers that you'll provide the attentive service they expect-and that you'll be loyal to them too as you help them choose their new home together.

**Why earn your ABR® Designation?**

The Accredited Buyer's Representative (ABR®) designation is the benchmark of excellence in buyer representation. This coveted designation is awarded by REBAC, an affiliate of NAR, to real estate practitioners who meet the specified educational and practical experience criteria. In addition, REBAC provides many membership benefits to help your business grow and keep you up-to-date. Visit [www.rebac.net](http://www.rebac.net) to view the list of membership benefits!

**Bonus: This course also offers GRI credit in Arizona**

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

**DATE:**

April 28-29, 2014  
(8:30—5:00 both days)

**LOCATION:** SEVRAR  
1463 N. Vineyard, Mesa

**C/E:**

9-agency/3-disclosure

**PRICE:** \$179  
(includes lunch)

**REGISTER:**

[www.regonline.com/ABR2014](http://www.regonline.com/ABR2014)

**INSTRUCTOR:**

**Evan Fuchs, ABR, CRS, GRI, SRS**

Evan brings 17 years of practical experience to the classroom sharing tips you need to be the buyers agent of choice.

**Brought to you by:  
SEVRAR and AAR**

