



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:** <https://www.regonline.com/abr2014>

**DATE:** ***February 5-6 2014 (9:00—4:00 each day)***  
**LOCATION:** *Bullhead City/Mohave Valley Association classroom*  
**INSTRUCTOR:** *Evan Fuchs, ABR, CRS, GRI*  
**Questions:** Contact AAR 602-248-7787/800-426-7274

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

**Bonus:** this class can be used as one of the required GRI classes in 2014.

**Brought to you by: Bullhead City/Mohave Valley 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)