



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 market-  
place 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

**Instructor: Holly Mabery** has spent over 13 years serving the communities  
in Northern Arizona. Holly brings practical experience to the classroom  
sharing tips you need to effectively work in these markets.

**DATE:** August 23-24, 1 2012 (8:30—5:00 both days)  
**LOCATION:** Sedona-Verde Valley Association of REALTORS  
**C/E:** 9-agency/3-disclosure  
**PRICE:** \$179 (includes lunch) Note: normally priced at \$295  
**REGISTER:** [www.regonline.com/2012abr](http://www.regonline.com/2012abr)

Take the first step toward earning your ABR designation.

Completion of the Accredited Buyer's Representative (ABR®) course is an important first step  
towards earning the coveted ABR designation.



*Designation information:*

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