

Accredited Buyer Representative 2 - Day Core Course (ABR® Designation)

**Wednesday & Thursday March 16th & 17th, 2017
at CMCAR Building, 1546 Rt. 9 N. - Swainton, NJ**

Instructor: Diane Disbrow, GRI, CRS, CRB, ABR, RSPS, SRS, SFR, SRES, ePRO & RENE

9:00AM - 4:30 PM—Both Days (1hr lunch break)

***This course will satisfy all your (12) NJ Continuing Education Credits for the -
2017 Licensing Cycle -**

Course Highlights

The goal of the 2-day ABR® Designation Core Course is to establish a foundation of training, skills, and resources to help you succeed as a buyer's representative.

Topics include:

- 1. Winning the Buyer as a Client**
- 2. Forming a Buyer Relationship**
- 3. Putting Buyer Representation into Action**
- 4. Offers, Counter Offers, and Negotiations**
- 5. Bringing the Transaction to a Successful Close**
- 6. Winning Repeat Business and Referrals**

ABR® Designation Requirements

1. Be an Active NAR Member

You must be an active member of the National Association of REALTORS®

2. Complete the (2 -Day) ABR® Designation Course (This Course)

3. Become a REBAC Member—1st Year Free

The ABR® Designation Core Course includes a free one year REBAC membership when the course provider notifies REBAC of your successful course completion.

4. Complete One Elective Course

You must complete one approved ABR® elective course within 3 years of completing this ABR® Core Course. (List of courses will be provided during ABR® Core Course.)

5. Submit a Designation Application Documenting Transactions

Complete an ABR® designation application including documentation of 5 closed transactions in which you represented the buyer. Valid transactions include any closed prior to and up to 36 months after ABR® Designation Core Course completion.

6. Ongoing REBAC & NAR Membership

You must maintain membership in REBAC and NAR or one of its international cooperating associations.

Class Tuition & Hours

\$199

**CMCAR® Member Fee
-Limited Seating-**

This course must be paid for online by CMCAR® members at njrealtorsace.com

Accepted forms of payment:
Electronic Check &
Credit Card only!

*No payments or walk-ins on day of course.

You must pre-register.

***Non-Members Price: \$250
Please call 609-624-3500x3
to register.**

Includes manual/materials and first year annual REBAC membership for those students qualifying for membership.

Please feel free to bring snacks or lunch.

There will be coffee, tea & water provided.