



**ASPEN BOARD OF REALTORS®**

*The Voice For Real Estate In The Roaring Fork Valley*

# Back by Popular Demand!

*Adorna Carroll of Dynamic Directions*

## Accredited Buyer's Representative (ABR®) Designation Course



Elevate your skills and knowledge in the eyes of homebuyers, and gain a competitive edge to build your buyer representative business with the Accredited Buyer's Representative designation. The Accredited Buyer's Representative (ABR®) Designation Course establishes a foundation of training, skills, and resources to help real estate professionals succeed.

### This course is specifically designed to help you:

- conduct a buyer counseling session
- sign buyer clients to a written buyer representation agreement
- negotiate buyer clients' offers
- bring the transaction to a successful closure

### After taking the course, you will learn to:

- earn loyalty from the homebuyer with the use of a buyer-broker agreement
- gain the knowledge to train your agents to effectively and accurately represent clients on your behalf
- teach your agents the difference between client and customer services

**Tuesday, April 9th &  
Wednesday, April 10th**  
**9:00 am to 5:00 pm**  
**The Inn at Aspen**

*CE credit hours: 16*

*Cost: \$275.00*

**Register Now !**

For More information please contact ABOR at: 970.927.0235  
23400 Two Rivers Road, Suite 44, Basalt, CO 81621

**[www.aspenrealtors.com](http://www.aspenrealtors.com)**