



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