

Don't chance losing your real estate license by not knowing your agency laws and do's and don'ts of what is legally permillted.

Sign up for the ABR class today.

This two-day course serves as the core of the Accredited Buyer's Representative (ABR®) designation is the benchmark of excellence in buyer representation.

**Location:**

Mercer County Association of Realtors  
1428 Brunswick Avenue,  
Trenton NJ 08638

Includes 1 free year of membership in REBAC (a value of \$110)

*Membership in REBAC is required to maintain the designation.*

RSVP to: Anna Kagan

Phone: 609-392-3666

Fax: 609-394-3939

e-mail: akagan@mercerrealtors.com

Mercer County Association of Realtors®  
PRESENTS



Accredited Buyer Representative (ABR)  
- 2 Day Course - 12 Credits for Continue Education

\$199 per member

\$225 per non-member

**Instructor:**

Barbara Wolff, ABR, SRES, SFR, ITI, CCDS, BA, MS  
Certified National Real Estate Instructor

From: REBAC

Monday, (February 27th, 2012) (8:30 am-4:30 pm)- Day 1

Chapter 1:- Agency Relationships

Chapter 2- Duties to Clients and Responsibilities to Customers

Chapter 3-How Agency Relationships are Established.

Tuesday, (February 28th, 2012) (8:30 am-4:30 pm)- Day 2

Chapter 4-The Interview and Counseling Session

Chapter 5-The Buyer Representation Agreement

Chapter 6- The Offer Through Accepted Contract

Chapter 7-Follow Through—Keeping Clients and Customers After the Sale

Chapter 8-Marketing Fundamentals

Final Exam (2nd Day)

Accredited Buyer Representative (ABR) Course Registration Form

Name: \_\_\_\_\_ E-mail: \_\_\_\_\_

Company: \_\_\_\_\_ Tel.#:( ) \_\_\_\_\_

Company Address: \_\_\_\_\_

Payment Information : Visa\_\_ Master Card\_\_ American Express \_\_ Discover \_\_

\_\_\_\_ Check Enclosed Amount: \$ \_\_\_\_\_

Credit Card # \_\_\_\_\_ Exp. \_\_\_/\_\_\_

