

MERCER COUNTY ASSOCIATION OF REALTORS®

in association with

The National Association of REALTORS®

Continuing Education 12 Core Credits including 2 hours of Code of Ethics



ABR 2 Day Designation Course

with Eileen Cahill

CRS, ABR, SRES, SRS, SFR, AHWD, CDPE, RENE, CNE

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

Date: Wednesday, March 15th & Thursday, March 16th

Time: 8:30 AM Registration
9 AM - 4:30 PM - Program

Location: Mercer County Association of Realtors®
1428 Brunswick Ave
Trenton NJ 08638

Cost: **NO REFUNDS - CREDIT ONLY**
\$199 per member
\$225 per non member

Learning Objectives:

- Agency Relationships
- Duties to Clients and Responsibility to Customers
- How Agency Relationships are Established
- The Interview and Counseling Session
- The Buyer Representation Agreement
- Offer Through Accepted Contract
- Follow Through
- Marketing Fundamentals
- Final Exam (2nd Day)

\$199 includes: 12 Core Credits for Continuing Education, 2 hours of Ethics, seminar fee, marketing package, on our web site and first year's membership dues (renewal is \$99.00 per year). Prospective designee must be a REALTOR® in good standing with a Local Board/ Association. Upon completing the two-day course and successfully passing the exam, you will have achieved [ABR® candidate status](#), a three-year period during which you must fulfill the educational and experiential requirements to become an ABR® Designee.

Name: _____ Phone# _____

Office & Location: _____

Visa/ MasterCard/ American Express/ Discover Card or Check# _____

_____ - _____ - _____ - _____ EXP. _____ / _____

**Fax your registration to 609-394-3939 or
Mail to: MCAR, 1428 Brunswick Avenue, Trenton NJ 08638
NO REFUNDS - CREDIT ONLY**