

# Accredited Buyer Representative Designation Course

February 20 & 21, 2012

9:00 a.m. - 5:00 p.m.

GMAR Offices, 24125 Drake Road, Farmington, MI 48335

## GMAR<sup>®</sup>

### DESIGNATION REQUIREMENTS

- Successful completion of the two-day ABR Course, including an 80% passing grade on the exam.

After you complete this course you will have three (3) years in which to complete the other requirements.

- Successful completion of one of the ABR<sup>®</sup> elective courses, including an 80% passing grade on the exam. This course may be taken prior to completing the ABR Designation Course.
- Documentation verifying five (5) completed transactions in which you acted solely as a buyer representative (no dual agency). Any transactions closed prior or closed within three years after completing the ABR Course are eligible for credit.
- Maintain active membership with REBAC and NAR.



### Designation Course Cost

\*Members paying monthly membership fee:

**FREE\*\*!**

Please fax completed form to:  
(248) 478-3150

GMAR Members:  
\$195.00

Non-Members:  
\$225.00

Please call (248) 478-1700 or  
(248) 879-5730  
register online at [WWOCAR.com](http://WWOCAR.com)  
(members please login for discounted pricing)

## Earn the ABR Designation

The Accredited Buyer's Representative (ABR<sup>®</sup>) designation is the benchmark of excellence in buyer representation. This coveted designation is awarded by the Real Estate Buyer's Agent Council (REBAC), an affiliate of the National Association of REALTORS<sup>®</sup>, to real estate practitioners who meet the specified educational and practical experience criteria.

In addition, REBAC provides many membership benefits to help your business grow and keep you up-to-date and networked, with new enhancements added each year.

The overall goals of the ABR<sup>®</sup> Designation Course are to:

- Prepare real estate professionals to thoroughly represent buyer-clients in real estate transactions and provide the quality of service and degree of fidelity to buyers that sellers have customarily enjoyed.
- Offer ideas and methods for building a buyer representation business.
- Develop a self-customized tool for conducting a buyer counseling session.

(\$110.00/year to maintain membership)

Approved for 13-hours of Michigan Continuing Education and 2-hours of Legal Credit!  
Topic Approval #: L18 & L5001      School Approval #: 303

### ATTENTION GMAR MEMBERS:

← You may be able to take this course for FREE\*!

Name: \_\_\_\_\_ License #: \_\_\_\_\_

Office: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Visa  MasterCard  Discover: \_\_\_\_\_

**Edu-Pass<sup>™</sup> / Member-Max<sup>™</sup>**      Expiration Date: \_\_\_\_\_

Signature: \_\_\_\_\_

**\*\*Subject to seating availability. Newly licensed members are not eligible to attend designation courses included with the MemberMax<sup>™</sup> and/or EduPass<sup>™</sup> program during the first 6-months of membership\*\***

**LIMITED SEATING AVAILABLE!**