

TAKE
THE COURSE

Turn real estate into a buyer's dream.

Designate your real estate expertise. Become an ABR®.



COURSE: ABR® 2-Day Core Course - May 12 & 13, 2010 (8:30 am - 5 pm both days)

The cornerstone of buyer representation education, this comprehensive course covers this specialty top to bottom and is required to earn the ABR® or ABRMSM designations. *Topics include:*

- Evolution of Buyer Representation
- Office Policy, Standard of Care & Risk Management
- Building & Maintaining Buyer Representation Business
- Services Provided
- Changing an Agency Role
- Negotiating

The ABR® 2-Day Core Course has been approved for 6 clock hours of Topic F) Professional enhancement for practicing licensees. Obtaining the Continuing Education Certificate is contingent on successfully passing each course final exam with at least an 80%.

COURSE: e-Buyer - May 14, 2010 (9 am - 4 pm)

Learn how internet-savvy buyers are using online sources and prepare yourself to transact business with an emerging market segment. Don't let technology keep you from marketing to a growing niche. *Topics include:*

- Tools of the New Economy
- Predictive Modeling
- E-Business
- Finding the e-Buyer
- A Changing Consumer Demographic
- Customer Confidentiality



Designate as an ABR®. Join over 40,000 REBAC members who are succeeding as Accredited Buyer Representatives. Get accredited as an ABR® and move ahead with specialized courses.

HOW TO GET YOUR ABR®: DESIGNATION REQUIREMENTS

The path towards becoming an ABR® begins by taking the Accredited Buyer's Representative (ABR®) Designation Course. After you complete this course, you will automatically become a member of REBAC for one year—free! You'll then be able to access many of our member benefits and work towards completing your remaining ABR® designation requirements, which are listed below.

For additional details, please visit www.rebac.net. You can also contact REBAC by calling 1-800-648-6224.

ACCREDITED BUYER'S REPRESENTATIVE (ABR®) DESIGNATION REQUIREMENTS

To obtain and use the ABR® designation, you must complete all four (4) requirements:

1. Successful completion of the two-day Accredited Buyer's Representative (ABR®) Designation Course, including an 80 percent passing grade on the exam. After you complete this course you will have three (3) years in which to complete the other ABR® designation requirements.
2. Successful completion of one of the ABR® elective courses, including an 80 percent passing grade on the exam. This course may be taken prior to completing the Accredited Buyer's Representative (ABR®) Designation Course. See below for [Elective Course Topics](#).
3. Documentation verifying five (5) completed transactions in which you acted solely as a buyer representative (no dual agency). Any transactions closed prior to taking the Accredited Buyer's Representative (ABR®) Designation Course or closed within three years after completing the Accredited Buyer's Representative (ABR®) Designation Course are eligible for credit. Documentation necessary for each of your five (5) completed transactions:
 - Copy of the signed buyer agency agreement OR purchase/sale agreement OR disclosure statement. The contract must verify the agent's name and/or include the agent's signature as the buyer's agent. Providing only the name and/or signature of the buyer's agent's broker is not sufficient.

AND

 - Copy of the closing/settlement statement or letter from your broker verifying that each transaction closed.
4. Maintain active and good membership status in the Real Estate Buyer's Agent Council (REBAC) and the National Association of REALTORS®. Exception: International members of REBAC do not have to be members of NAR.

Important Notes: All requirements must be completed within three years of passing the Accredited Buyer's Representative (ABR®) Designation Course. Only REALTORS® who meet all these requirements and have been officially awarded the ABR® designation are permitted to call themselves an ABR® and use the ABR® logo.

ABR® ELECTIVE COURSE TOPICS

- e-Buyer
- Short Sales and Foreclosures
- NAR's Green Designation Core Course
- Innovative Marketing for Buyer's Representatives
- Successful Buyer Representation in New-Home Sales
- Successful Buyer Representation in Relocation
- Seniors Real Estate Specialist (SRES®) Designation Course
- International Real Estate for Local Markets
- Creating Wealth through Residential Real Estate Investments
- e-PRO®
- Introduction to Real Estate Auction
- Resort and Second-Home Markets
- Land 101: Fundamentals of Land Brokerage
- Effective Negotiating for Real Estate Professionals
- Harnessing the Power: Skills Based Management

For more information on ABR® Elective Course Topics, please visit http://rebac.net/elective_courses.cfm

ABR® COURSE REGISTRATION FORM



Southern Maryland Association of REALTORS®
8440 Old Leonardtown Rd, Ste 211, Hughesville, MD 20637



May 12 & 13, 2010

ABR® 2-Day Core Course
8:30 a.m. - 5 p.m. both days
Cost: \$215

May 14, 2010

eBuyer
9 a.m. - 4 p.m.
Cost: \$85

Name _____ NRDS ID# _____
Home Address _____
City, State, Zip _____
Home Phone _____ Cell Phone _____
Firm Name _____ Position _____
Firm Address _____
Firm City, State, Zip _____
Office Phone _____ Office Fax _____
Email Address _____ Website URL: _____
Preferred Mailing Address: Home Office Designations Earned & Held _____

SIGN ME UP ✓ (check all that apply)

ABR® 2-Day Core Course - \$215

eBuyer COURSE - \$85

PAYMENT METHOD

Amount Due: \$ _____ Check (enclosed): # _____ VISA _____ MC _____
Card # _____ Exp Date _____
V-Code _____ (3 digit security code on back on card on signature line)
Signature _____ Date _____

REGISTRATION POLICY: All registrations must be received **by Wednesday, May 5th**.

REFUND POLICY: Cancellations made in writing **by May 5th** will receive a refund less a \$25 cancellation fee. Cancellations **after May 5th** will receive a refund less a \$50 cancellation fee. **No refunds after May 12th**.

WALK-IN POLICY: No walk-ins are accepted for either of the ABR® Courses. **Advance registration is required.**

TO REGISTER: Visit www.somdrealtors.com or pay by credit card by faxing this form to 301-870-2575. If paying by check, submit payment with this form.