

Accredited Buyer's Representative Designation



April 2 & 3, 2019

8:45 a.m. Registration

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

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24725 W. 12 Mile , Suite 100,
Southfield, MI 48034
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MemberMax/EduPass: FREE!

GMAR Members: \$195.00

Non-Members: \$225.00

Call (248) 478-1700

Online at GMARonline.com



Presented by:

DEANNA DURUSSEL

ABR, SRS, RENE, PSA, SFR



The Accredited Buyer's Representative (ABR®) designation is the benchmark of excellence in buyer representation.

The overall goals of the ABR® 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.

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® elective courses, 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 (\$110.00/year) and NAR.

Newly licensed members are not eligible to attend designation courses included with the MemberMax® program during the first 6-months of membership