

# Accredited Buyer's Representative Designation



officially certified by



**Marketplace**  
MICHIGAN'S CONTINUING EDUCATION  
HUB FOR REAL ESTATE PROFESSIONALS.

13 Elective, 2 Legal CE Credits

Meets NAR Code of Ethics  
requirement of 2.5 hours



**February 27& 28, 2018**  
**8:30 a.m. Registration**  
**9:00 a.m. - 5:00 p.m. Class**

20 Oak Hollow, Suite 100, Southfield, MI

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**MemberMax/EduPass: FREE!**  
**GMAR Members: \$195.00**  
**Non-Members: \$225.00**

**Call (248) 478-1700**  
**Online at GMARonline.com**

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*Presented by:*

**RICK CONLEY**

SRES, ePRO, ABR, GREEN,  
SFR, GRI, SRS  
President, Real Estate Education Svcs.  
2014 REBAC Hall of Fame Inductee

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