

Accredited Buyer's Representative Designation



December 12 & 13, 2017
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:
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.