



Accredited Buyer Representative (ABR)

Course Description

The Accredited Buyer Representative (ABR®) designation is the benchmark of excellence in buyer representation and is the only buyer representative designation recognized by the National Association of REALTORS®. This two-day course examines agency theory and practice, standards of care in the delivery of buyer agent representation, and strategies to target niche markets and build your buyer representation business. You'll also receive instruction on how to successfully handle offers and negotiations as a buyer agent, and learn about disclosure requirements, vicarious liability and other risk management issues.

REQUIREMENTS

- ✓ Complete a 2-day ABR® Course & pass the exam
- ✓ Complete 1 ABR® Elective Course & pass the exam, which is available online at www.realtor.org
- ✓ Present 5 completed and verified transactions as a buyer's agent within 36 months before or after taking the ABR®
- ✓ Be a member in good standing with REBAC® and NAR®

Please note: You receive a FREE one-year membership to REBAC® when you take the course. (for member benefits- www.rebac.net)

Dates (Please check one)

- January 22-23, 2019** (Tuesday & Wednesday)
8:30am-5:00pm
GBAR Member Services & Training Center
68 Main Street
Reading, MA 01867
- May 1-2, 2019** (Wednesday & Thursday)
8:30am-5:00pm
GBAR Member Services & Training Center
68 Main Street
Reading, MA 01867
- October 28-29, 2019** (Monday & Tuesday)
8:30am-5:00pm
GBAR Member Services & Training Center
68 Main Street
Reading, MA 01867



Continuing Education Credits

Provides 8 MA CE Credits
Brokerage Relationships (RE57R07)
Buyer Agency (RE02R06)
Seller Agency (RE01R06)
Real Estate License Law & Regulations (RE08RC08)

REGISTRATION*

GBAR Member: \$279 Non-Member: \$329

Name: _____
 Company: _____
 Address: _____
 City/State/Zip: _____
 Phone: _____
 Email*: _____

(*confirmations are sent via email)

Check Enclosed (made payable to GBAR)
 MasterCard Amex VISA Discover
 Total Amount Due: _____
 Name on Card: _____
 Card Number: _____
 Expiration: _____

Mail: GBAR, Three Center Plaza, Mezzanine Suite, Boston, MA 02108
Fax: 617.812.5941

Questions & Cancellation Policy: Mai Tran at 617-399-7857, mtran@gbreb.com

Other GBAR courses are available at www.gbar.org *All dates, locations, and topics subject to change.

