

AT KEARNY MESA SERVICE CENTER
ACCREDITED BUYER REPRESENTATIVE (ABR)
Basic Designation



Research has proven that real estate education helps agents grow their business. ABR designees earn twice as much as agents with no designations, and 95% of homebuyers say that they highly value agent knowledge. Tuition includes a one-year membership to the Real Estate Buyers' Agent Council. You will receive REBAC's magazine, newsletter, audiotapes, professionally created marketing tools and networking opportunities.

TOPICS COVERED

- Agency Theory and Practice
- Service Delivery
- Marketing and Promotion
- Negotiation and Risk Management
- Subprime, Predatory & High-Risk Lending
- Building your Buyer Representative Business

PROFESSIONAL ADVANTAGE

- Valuable real estate education that elevates your skills and knowledge in the eyes of home buyers
- Ongoing specialized information
- Programs and updates that help you stay on top of the issues and trends in successfully representing home buyers

NOTE: Additional requirement/fees required to obtain/maintain designation. Visit <http://rebac.net>.

☐ **Yes, sign me up for Accredited Buyer Representative (ABR)**

☐ **Yes, I have read the Cancellation Policy.** Initial _____

Earn 12 Consumer Protection Credits!

LOCATION KEARNY MESA SERVICE CENTER

Instructor:

John Altman ABR, CRS, CRB, CCIM

**Thursday & Friday,
July 25 and 26, 2013**

Time: 9:00 a.m. – 4:00 p.m.

Check In: 15 minutes prior to start

Location:

SDAR's KEARNY MESA SERVICE CENTER
4845 Ronson Court, San Diego, CA 92111

Price:

REALTOR® Plus Members\$254.15
SDAR REALTORS®\$299
All Others\$325

Sponsor #: 0282

Credit: 12 Consumer Protection

REGISTER ONLINE AT WWW.SDAR.COM



Name: _____ Member #: _____ Phone: _____

☐ Home ☐ Office Address: _____ E-mail: _____

☐ Check ☐ Visa ☐ MasterCard ☐ Discover ☐ AmEx Card#: _____ Exp: _____

Amount: _____ Signature: _____

Return to: Greater San Diego Association of REALTORS® • 4845 Ronson Court, San Diego, CA 92111 • Phone: (858) 715-8040 • Fax: (858) 715-8090



Cancellation/Refund Policy: Reservations for programs requiring payment will not be processed until payment is received. If you must cancel your reservation, a full refund will be issued if the cancellation is received at least three (3) business days prior. SDAR reserves the right to cancel or reschedule this seminar if needed. If cancellation occurs, SDAR will issue a full refund. In the event of rescheduling, SDAR will send immediate notification and transfer all reservations (including payments) to the new date. **DRE Credit:** Identification is required to receive credit. Type of identification accepted: Current CA Driver's license, CVC 13000 ID, other ID less than 5 years old including photo, description, signature and identification number. To receive DRE credit for this course, you must pass the exam with a minimum of 70 % correct. A minimum of 90% attendance is required to receive credit.