



# CON ED ABR Designation



DATE: Thursday and Friday, November 7th & 8th, 2019

TIME: Registration at 8:30am, Class is 9:00am to 4:30pm (both days)

Lunch will be provided

LOCATION: Isabella Community Credit Union  
2400 S. Isabella Rd., Mt. Pleasant

COST: \$249 (19 or less attendees) OR  
\$199 (20 or more attendees)  
BRING YOUR FRIENDS!  
(attend both days of class and  
receive \$125 back from CMAR!)



INSTRUCTOR: Rick Conley,  
Real Estate Education Services

COURSE:  
ABR Designation  
15 hours of Con-Ed Credit  
(2 are legal)

*Deadline for registration/cancellation is 5pm on Tuesday, November 5th.*

*Payment MUST be made by this date. No refunds after this date.*

Checks can be made out to CMAR. Payment due to CMAR by November 5th, 2019.

111 South Lansing Street, Mt. Pleasant | Phone: (989) 773-2564 | Fax (989) 773-0193 | office@cmiar.com

NAME: \_\_\_\_\_

LAST FOUR DIGITS OF SS#: \_\_\_\_\_

DIETARY RESTRICTIONS? \_\_\_\_\_

Non-members only:

REAL ESTATE LICENSE #: \_\_\_\_\_ NRDS #: \_\_\_\_\_

EMAIL ADDRESS: \_\_\_\_\_

OFFICE NAME: \_\_\_\_\_

# Get your Accredited Buyer Representative (ABR) Designation

**LOADED WITH 2 legal and 13 Elective CE credits. CE Marketplace Certified!**  
**Lunch is included both days**



An Elective for the SRS Designation



- Course:** Accredited Buyer Representative (ABR®) Designation Course  
(13 Regular CE credits and 2 Legal CE credits) and CE Marketplace Certified
- Location:** Isabella Community Credit Union, 2400 S. Isabella Road, Mt. Pleasant, MI 48858
- Date:** Thursday and Friday, November 7 and 8, 2019
- Time:** Sign-in, books and Seating: 8:30am – 9:00am  
Class: 9:00am – 4:30pm (both days)

## **ABR (Accredited Buyer Representative) Designation by REBAC/NAR**

This two-day course will help real estate professionals thoroughly represent buyer-clients in real estate transactions and provide a very high quality of service to buyer clients. It will offer ideas and methods for building a buyer representation, counseling sessions, and the most professional degree of service. Agents will learn to explain fiduciary responsibilities in order to gain the trust of buyers so that they will feel comfortable entering into a buyer agency contract. Various purchase contract contingencies that provide control and advantages to buyers are explored. **Becoming an ABR means you will demonstrate to buyers how you are the best choice of hire. It will be easy to Blow Away the Competition!**

### **Value added benefits:**

ABR® FACEBOOK BUSINESS SPLASH PAGE.

ABR® Network online community.

Apps for iPhone and Android.

Printed Marketing Materials and Tools:

Online Membership Directory. Linking home buyers to buyer representatives.

Logos. ABR® and REBAC.

Certificate for Framing.

Lapel Pin!

### **Requirements to achieve your ABR Designation:**

Complete one elective course.

Verify five completed Buyer Representation transactions.

Maintain annual dues of \$104. First year is free.

### **PRE-REGISTRATION AND PAYMENT REQUIRED - LIMITED SEATING – Special price of \$199.00**

Call 989-773-2564 or email [office@cmiar.com](mailto:office@cmiar.com)



Instructor Rick Conley of Real Estate Education Services, Inc., has over 30 years of residential real estate and teaching experience. Rick has earned an excellent reputation providing NAR/REBAC/CRB designation and certification courses and is the leading instructor in Michigan. Rick's strives to engage his students in practical open forum maintaining interest for a positive and lasting experience and promotes himself as an ongoing resource for all students.

SRES, ePRO, ABR, GREEN, SFR, SRS, GRI, HAFA, RENE, Broker, REBAC Hall of Fame.