



ABR: Designation Course / e-Buyer Elective

Instructors: Sarah Stelmok, ABR, e-PRO, GRI / Tina Hunt, ABR, GRI

Description: **ABR Designation Course**—The overall goals of the Accredited Buyer’s Representative Designation course are to prepare real estate professionals to represent buyer-clients in real estate transactions and provide the quality of service and degree of fidelity to buyers that sellers have customarily enjoyed. In addition, this course will offer ideas and methods for building a buyer representation business.

e-Buyer Elective—This course we will address such questions as:

- Who is the e-Buyer, or online consumer, and how they change the future of the real estate transaction?
- Just what is e-Business, and what is the structure that supports and feeds it?
- How do we find e-Buyers, or online customers, and acquire their business?
- What is the status of the online transaction now, and where is it headed in the future?
- How do we transition online and offline customers into the For Life Mode (The process of maintaining the relationship through the entire Home Ownership Lifecycle.)
- What are the opportunities, and associated challenges, for real estate professionals in this constantly evolving business environment?

Date: July 20 & 21 — ABR Designation Course
July 22 — e-Buyer

Time: 9 a.m. - 5 p.m.

Location: FAAR Classroom, 2nd Floor
2050 Gordon W. Shelton Blvd.
Fredericksburg, VA 22401

Visit www.rebac.net
for complete details on
earning the ABR Designation.

Registration is required.

Fee includes a 1-year membership to REBAC.



Register Online — logon to faarmembers.com, click “Online Registration” under Education tab and follow prompts or **by Fax** — complete the registration form below and then fax to 540-736-0301.

Registration Fee: ABR Core Designation Only July 20 & 21 \$275 member \$299 non-member
Foreclosure Elective Only July 22 FAAR Member \$75 member \$99 non-member
All Three Days member \$350 non-member \$398

Name: _____ Company: _____

Phone: _____ Email Address: _____

Payment: VISA MasterCard Am. Express CC #: _____ 3-digit CVC # _____

Expiration Date: _____ Authorized Signature: _____

NOTE: If you require ADA assistance for the classroom, please call FAAR at time of registration at (540) 373-7711. Opinions and information delivered in all FAAR courses should be confirmed as compliant with the Student’s Company Policy before including in business practices. Refunds will only be given in the event RECA cancels the class or if the registrant withdraws from the class by contacting FAAR during business hours, at least one (1) business day prior to the class date.

“This event counts for **5 pts.** under *Education Activities* toward the **Professional Honor Role** recognition.”
ABR Core + e-Buyer - July 20-22, 2010