



REALTOR[®] Association
of North West Chicagoland

www.ranwc.com

**COMMITTED TO OUR MEMBERS'
 SUCCESS IN THE REAL ESTATE INDUSTRY**

Date & Location:

October 7 and 8, 2010

RANWC Headquarters
 1114 N. Arlington Heights Rd
 Arlington Heights, IL 60004
 8:30am-5:00pm
 (check-in begins at 8:00am)

Cost:

Early Bird (5 days in advance)
\$209 2-day ABR[®] Core course

Register online at
www.RANWC.com or, send
form to:

RANWC Attn: Education
 1114 N Arlington Heights Rd.
 Arlington Heights, IL 60004
 p: 847/ 506 5030
 f: 847/ 253 8145
 Ramona@RANWC.com

Cancellation Policy:

All cancellation requests must be received in writing. Requests received prior to 48 hours before class = check refund or class credit. A cancellation fee of \$25 will be assessed for all cancellations/refunds made less than 48 hours before the time of class. No refunds will be issued once the class begins, however a student may choose to reschedule for another class at no additional charge.

Do you have any disabilities that require special accommodations? If so, please identify your needs:

Boost Your Buyer's Business!

Accredited Buyer's Representative[®]

Sponsored by the Illinois Association of REALTORS[®]

2-Day ABR[®] Designation Course October 7 & 8, 2010

IAR # 2010-32

Instructor: Lynn Madison

The hottest trend in the Real Estate industry is buyer representation. Buyers today want the assurance that only a REALTOR[®] who offers them exclusive representation can give. Attending the ABR[®] designation course gives you the competitive edge to market prospective clients in need of such a professional. **(6 hrs Elective CE RB773)**

The two-day course topics include: · Evolution of buyer representation · Agency relationships · Building and maintaining a buyer representation business · Changing an agency role · Agency conflicts and agency disclosure · Conflicts of interest · Service provided · Buyer consulting service · Negotiation

To obtain and use the ABR[®] designation, you must complete all four (4) requirements:

1. Successful completion of the two-day [Accredited Buyer's Representative \(ABR[®]\) Designation Course](#).
2. Successful completion of one of the ABR[®] [elective courses](#),
3. Documentation verifying five (5) completed transactions in which you acted solely as a buyer representative (no dual agency). Any transactions closed prior to taking the Accredited Buyer's Representative (ABR[®]) Designation Course or closed within three years after completing the Accredited Buyer's Representative (ABR[®]) Designation Course are eligible for credit.
4. Maintain active and good membership status in the Real Estate Buyer's Agent Council (REBAC) and the National Association of REALTORS[®].

****Payment MUST accompany registration!****

ABR[®] October 2010

Name: _____ RANWC ID# _____

Company Name: _____

Phone: _____

Email Address: _____

Early Bird Rate (before 10/2)

After 10/2

__ \$209 2-Day Core

__ \$259 2-Day Core

___ Check payable to "RANWC"

___ Credit Card, please circle one: MasterCard Visa

Credit Card # _____

Exp date: _____

Cardholder Signature: _____

Address: _____

City: _____ State: _____ Zip: _____

******* ALL CONFIRMATIONS WILL BE SENT VIA EMAIL *******