

TAKE  
THE COURSE

Turn real estate into a  
buyer's dream.

Designate your real estate expertise. Become an ABR®.



**COURSE: ABR® Designation Course**

The cornerstone of buyer representation education, this comprehensive course covers this specialty top to bottom and is required to earn the ABR® or ABRM™ designations. Contact REBAC for complete information on designation requirements. Topics include:

- Evolution of Buyer Representation
- Office Policy, Standard of Care & Risk Management
- Building & Maintaining Buyer Representation Business
- Changing an Agency Role
- Services Provided
- Negotiating

**Designate as an ABR®.** Join over 40,000 REBAC members who are succeeding as Accredited Buyer Representatives. Get accredited as an ABR® and move ahead with specialized courses.



THE NEXT COURSE OFFERING IS:

**Dates:** March 17<sup>th</sup> and 18<sup>th</sup>

**Times:** 9-5pm

**Location:** Cape Cod and Islands Association of Realtors®

**Cost:** Full Course \$150.00  
Audit: \$50.00

**Phone number to register:**  
508-957-4303

**Website:** [www.cciaor.com](http://www.cciaor.com)