



BCCAR University Presents:

# Accredited Buyer Representative Course



Instructor: Joseph Marovich, ABR, e-PRO, SRES, GRI, PMN

**Wednesday, July 16, 2008** (9am - 5pm)

## Module I: "Understanding Agency — Theory & Practice"

At the conclusion of this module, participants should be able to: define agency; identify fiduciary duties; understand vicarious liability; distinguish between imputed knowledge and imputed notice; and explore agency disclosure issues and breach of fiduciary duties.

## Module II: "Service Delivery"

At the conclusion of this module, participants should be able to: differentiate between customer and client level service; prepare and present a buyer-client offer to seller; understand conflicts of interest; identify compensation alternatives; understand changing agency roles; and review elements of buyer representation agreement.

**Thursday, July 17, 2008** (9am - 5pm)

## Module III: "Marketing & Promotion"

At the conclusion of this module, participants should be able to: identify and explain the advantages of buyer representation; identify sources of buyer-clients; and distinguish between buyers that a brokerage must represent and those it should represent.

## Module IV: "REBAC, Negotiations & Office Policy"

At the conclusion of this module, participants should be able to: negotiate on behalf of the buyer; identify procedures necessary to reduce legal risk; avoid conflicts of interest; learn how to adequately represent a buyer within the scope of the Code of Ethics of the National Association of REALTORS®; and understand the unique aspects of representing relocation buyers.

### Location:

Association Headquarters  
Cherry Hill, NJ

**Investment: \$295** per REALTOR® member on or before July 11, 2008  
**\$325** thereafter  
— no exceptions—  
Includes 1 free year membership in REBAC (value of \$110).

Membership in REBAC is required to maintain the designation.

### RSVP to:

Burlington Camden County  
Association of REALTORS®

306 Kings Hwy South  
Cherry Hill, NJ 08034

856/428-1013  
FAX 856/428-1393  
www.bccar.us



**Accredited Buyer Representative Course Registration Form (071608)**

Name: \_\_\_\_\_ e-mail: \_\_\_\_\_

Company: \_\_\_\_\_ tel #: (    ): \_\_\_\_\_

Company Address: \_\_\_\_\_

Payment Information:  
 Check Enclosed      Amount : \$ \_\_\_\_\_

MasterCard/VISA #: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Please check here if you have a disability which will require special services at the course. Attach a written description of your needs.

About the . . .

## Accredited Buyer Representative (ABR) Designation

Completion of the Accredited Buyer Representative (ABR) designation course is an important first step towards earning the coveted ABR designation. The ABR designation is a part of the official family of REALTOR® designations and the only buyer representation designation recognized by the National Association of REALTORS®, making it the benchmark of excellence in buyer representation. The designation is awarded to practitioners by the Real Estate Buyer's Agent Council (REBAC) of the National Association of REALTORS® who have met the specified educational and practical experience criteria:

- Completed the comprehensive REBAC course in buyer representation and successfully passed the written examination with a grade of 80% or higher
- Successfully completed one of the seven elective courses and pass the examination with a grade of 80%.
- Demonstrated a practical experience in having completed five closed real estate transactions in the capacity as a buyer representative. This can be any transaction prior to the course and up to three years following the course.
- Be a member in good standing of the National Association of REALTORS®
- Be a member in good standing of the Real Estate Buyer's Agent Council
- To continue to hold the ABR designation requires continued membership in REBAC



The ABR course is presented in conjunction with REBAC — the Real Estate Buyer's Agent Council. The ABR course tuition includes the first years dues towards membership in REBAC. REBAC is the oldest, largest, and fastest growing association of real estate professionals that practice buyer representation and a proud part of the National Association of REALTORS®.