



# “Accredited Buyers Representative”

NAR designation course

12 hours CE credit

This designation is the benchmark of excellence in buyer representation & is awarded by the Real Estate Buyers Agency Council (REBAC), an affiliate of the **National Association of REALTORS®**.

- ✓ Module 1: Understanding Agency-Theory & Practice
- ✓ Module 2: Service Delivery
- ✓ Module 3: Buyer Counseling Services
- ✓ Module 4: Offers & Negotiating
- ✓ Use of the Buyer Representation Agreement



**Date:** November 12 & 13, 2008

**Time:** 8:30 am – 4:00 pm

**Cost:** \$299.00

**Location:** Conejo Valley Association  
of REALTORS®  
463 Pennsfield Pl.  
Thousand Oaks, CA 91360  
(805) 495-4681

**Register:** [www.coachingtoexcellence.com](http://www.coachingtoexcellence.com)

Course Provider: Coaching To Excellence

Instructor: Debbie Rodgers ABR, ABRM, CRB, GRI, e-PRO, PMN, SRES  
2007 Distinguished SRES® Instructor



Course fee includes first year's membership in REBAC. This course is approved for 12 Consumer Protection hours of continuing education credit with 90% attendance of the live class and an 80% passing grade on the 50 question multiple choice closed book exam. Students will be allowed 60 minutes to complete the test. Designation requirements are:

- Successful completion of the two-day ABR® Designation course. After the course, you have 3 years to complete the other designation requirements.
- Successful completion of one approved elective class. Check the REBAC website for a list of elective courses [www.rebac.net](http://www.rebac.net).
- Documentation verifying five completed real estate transactions as a buyer representative. Any transactions closed prior to taking the ABR® designation course or closed within 3 years after completing the course are eligible.
- Membership in good standing with the Real Estate Buyer's Agent Council (REBAC) and the National Association of REALTORS®. Please bring your DRE license number, a government issued picture I.D. and NRDS number to class with you.