

Successful Buyer Representation in New Home Sales Course (Elective)

August 22, 2008

8:30 am - 5:00 pm

The overall goals of the ABR® Designation course are to educate and prepare buyer's reps to provide the kind of service and fidelity to buyers that sellers have always enjoyed, and to offer methods for building your buyer representation business. In each course module, you will examine a different topic, and together they create a comprehensive guide to help you become an effective, efficient—and profitable—buyer's representative.

Module 1 Objectives

- Identify types of residential builder and product
- Summarize the new-home development process
- Describe the new-home purchase transaction
- Identify unique features of new-home sales

Module 2 Objectives

- Characterize builders
- Characterize builders' sales representatives
- Characterize new-home buyers
- Identify ways to build productive relationships with builders, sales representatives, and buyers

Module 3 Objectives

- Apply a service philosophy for new-home buyers
- Determine a new-home buyer's wants and needs
- Match builders and homes to a buyer's needs
- Assist a buyer in looking at new-homes
- Help a buyer evaluate builders, subdivisions, and homes

Module 4 Objectives

- Describe pre-offer preparation and research
- Assist a buyer in the contracting process
- Identify important monitoring services for the build cycle
- Assist a buyer at closing and beyond

Module 5 Objectives

- Identify ways of generating new-home sale buyers
- Plan a marketing and selling message
- List buyer benefits of new-home sale representation services
- Identify elements of a marketing plan

The ABR® Core course and New Home Sales ABR® Electives each count as a NC Real Estate Commission CE Elective!

The Raleigh Regional Association of REALTORS® Is Proud to Present:

ABR® Accredited Buyer Representative Designation



ABR Core Course

August 20-21, 2008

*Successful Buyer Representation in
New Home Sales (ABR® Elective)*

August 22, 2008

Instructor: Tom Mahlum

8:30am-5pm (each day)

111 Realtors Way Cary, NC 27513 Phone: 919.654.5400

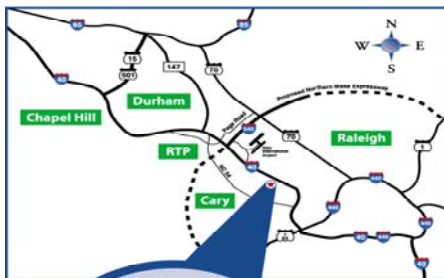
Accredited Buyer Representation Designation

Designation Requirements

Four (4) requirements must be met to attain and use the ABR® designation:

- Successful completion of the two-day [ABR® Designation Course](#), including an 80% passing grade on the exam. After successful completion of the ABR Designation Course, you will have three (3) years in which to complete the other ABR designation requirements
- Successful completion of one [approved elective course](#), including an 80% passing grade on the exam, within three (3) years of completing the ABR® Designation Course.
- 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 ABR® Designation Course or closed within three years after completing the ABR Designation Course are eligible for credit. Documentation necessary for each of your five (5) completed transactions:
 - Copy of the signed buyer agency agreement OR purchase/sale agreement OR disclosure. The contract must verify the agent's name and/or include the agent's signature as the buyer's agent. Providing only the name and/or signature of the buyer's agent's broker is **not** sufficient. **AND**
 - Copy of the closing/settlement statement verifying that each transaction closed.

You do **not** need to bring any documentation of proof for candidacy to the course. REBAC will ask you to submit the information with your application after the completion of the course.
- Membership in good standing in the Real Estate BUYERS AGENT Council *and* the National Association of REALTORS®.



Course Location

Class is held at the Raleigh Regional Association of REALTORS®
(Off Weston Parkway, behind Sam's Club)

Check-in begins 60 minutes prior to class time. If you arrive late or are absent during any of the instruction, you may be DENIED CREDIT for the course!

Cancellation fee of \$80, or entire tuition is forfeited if written notification is not received prior to August 1, 2008.

To Register

Please mail or fax this completed form with total payment to:

Cara Mottershead

Raleigh Regional Association of REALTORS®

111 Realtors Way Cary, North Carolina 27513

Phone: 919.654.5400 Fax: 919.654.5401

Core Course (August 20-21) \$290

Elective: New Homes Sales Course (August 22) \$190

Both Courses \$390

All three days are REQUIRED to obtain the ABR® Designation unless you have an alternate approved elective. Please go to www.rebac.net for a complete list of approved electives.

Name: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

License Number (Mandatory For CE Credit): _____

Phone: _____ Email: _____

Please circle preferred method of Payment:

Check Visa MasterCard Amex

Account Number: _____

Exp. Date: _____

Signature: _____

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