



Accredited Buyer's Representative (ABR®) Designation Course

Course: Accredited Buyer's Representative (ABR®) Designation Course (RB 773 – 6 hours Elective C.E.)

Instructor: Lynn Madison, ABR®

Where: Baird & Warner Home Office, 120 S. LaSalle, 20th Floor, Chicago, IL 60603

Date: Monday, October 11 and Tuesday, October 12, 2010 (2-day course)

Time: 8:30 a.m. – 5:00 p.m.

Cost: \$275 for Baird & Warner Associates; \$295 for non-Baird & Warner Associates

Cancellations: Fees will be refunded if written cancellation is received by Baird & Warner at least 72 hours prior to the start of the course. There will be a \$25 processing fee for returned checks. No refunds will be made after the start of the class.

Description: This two-day course helps agents develop skills and practices related to agency relationships, conducting buyer interview and counseling sessions, presenting buyer representation agreements, assisting buyers in negotiation, and identifying strategies for building business by keeping clients after the sale. Completion of the Accredited Buyer's Representative (ABR®) Designation Course is an important first step towards earning the ABR® designation. *(Completing this two-day REBAC course will satisfy one of the requirements to attain and use the ABR® designation. Visit http://rebac.net/how_to_get_your_abr.cfm for more information.)*

Sponsored By: Illinois Association of REALTORS® and The Real Estate BUYER'S AGENT Council (REBAC)

Registration

Fax completed form to Christina Urbina: 312.592.2074 or mail to Baird & Warner, 120 S. LaSalle St, 20th Floor, Chicago, IL 60603, Attn: Professional Development. Please call Christina at 312.857.9121 with any questions.

Name: _____ Branch: _____

NRDS#: _____ License # _____

Phone: (____) _____ E-mail: _____

Payment Information:

Check Enclosed (Payable to Baird & Warner) Visa Mastercard

Credit Card # _____ Expiration: _____ Signature _____

Billing Address: _____

City: _____ State: _____ Zip: _____

Name on Credit Card: Same as above Other: _____

If you have any physical or medical conditions requiring special assistance, please let us know in advance so we can make accommodations.