

Proud partner in NAR's  
REALTOR Benefits Program.



# Want to significantly increase your earning power? Say **ABR<sup>®</sup> ACADABRA.**

We can't grant you three wishes, but when you earn the **ABR<sup>®</sup>** designation, you'll never work for free again.

This two-day course is the first step towards becoming an **ABR<sup>®</sup>** designee. It will teach you:

- Methods, tools, and techniques to provide the support and services that buyers want.
- How to increase your revenue and referrals and reduce your risk.

With specialized education and exclusive member benefits, **ABR<sup>®</sup>** designees are equipped to guide buyer-clients through every stage of the home buying process.

Learn more at **REBAC.net**

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#### **DATE & TIME**

May 21 & 22, 2018  
(9 am - 5 pm)

#### **LOCATION**

REALTOR<sup>®</sup> Center  
8440 Old Leonardtown Rd  
Hughesville, MD 20637

**REGISTER ONLINE FOR \$250**

[bit.ly/smarevents](http://bit.ly/smarevents)

Questions? Call 301-274-4406.

**Instructor**  
**Mary Chieppa**



Completion of the two-day **ABR<sup>®</sup>** Designation course is the first step in earning the designation. In order to obtain the **ABR<sup>®</sup>** designation you must also successfully complete one of the **ABR<sup>®</sup>** elective courses, submit documentation verifying five completed transactions in which you acted solely as a buyer's representative, and be a member in good standing with the National Association of REALTORS<sup>®</sup>.



NATIONAL  
ASSOCIATION of  
REALTORS<sup>®</sup>  
*Official Designation*



## HOW TO GET YOUR ABR®: DESIGNATION REQUIREMENTS

The path towards becoming an ABR® begins by taking the Accredited Buyer's Representative (ABR®) Designation Course. After you complete this course, you will automatically become a member of REBAC for one year—free! You'll then be able to access many of our member benefits and work towards completing your remaining ABR® designation requirements, which are listed below.

For additional details, please visit [www.rebac.net](http://www.rebac.net). You can also contact REBAC by calling 1-800-648-6224.

### ACCREDITED BUYER'S REPRESENTATIVE (ABR®) DESIGNATION REQUIREMENTS

To obtain and use the ABR® designation, you must complete all four (4) requirements:

1. Successful completion of the two-day Accredited Buyer's Representative (ABR®) Designation Course (no exam required in Maryland). After you complete this course, you will have three (3) years in which to complete the other ABR® designation requirements.
2. Successful completion of one of the ABR® elective courses, including an 80 percent passing grade on the exam (where applicable). This course may be taken prior to completing the Accredited Buyer's Representative (ABR®) Designation Course. [See below for Elective Course Topics.](#)
3. Documentation verifying five (5) completed transactions in which you acted solely as a buyer's representative (no dual agency). Any transactions closed prior to taking the Accredited Buyer's Representative (ABR®) Designation Course or closed within three years after completing the Accredited Buyer's Representative (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 settlement statement/closing 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 settlement statement/closing disclosure or letter from your broker verifying that each transaction closed.
4. Maintain active and good membership status in the Real Estate Buyer's Agent Council (REBAC) and the National Association of REALTORS®. Exception: International members of REBAC do not have to be members of NAR.

### ADMINISTRATIVE ABR®

REBAC also awards an Administrative ABR® designation to REBAC members who have a real estate license, but do not actively list or sell such as: managers, brokers, owners or someone who works in an administrative capacity to assist in their office's buyer-representation business. Visit <http://rebac.net/abr/how> for more information.

**Important Notes:** All requirements must be completed within three years of passing the Accredited Buyer's Representative (ABR®) Designation Course. Only REALTORS® who meet all these requirements and have been officially awarded the ABR® designation are permitted to call themselves an ABR® and use the ABR® logo. The ABR® designation are permitted to call themselves an ABR® and use the ABR® logo.

### ABR® ELECTIVE COURSE TOPICS

- At Home With Diversity
- Effective Negotiating for Real Estate Professionals
- e-PRO®
- Generating Buyer and Seller Leads: Capture, Qualify, Convert
- Generation Buy
- Graduate REALTOR® Institute (GRI) Designation
- Harnessing the Power: Skills Based Performance Mgmt
- Home Sweet (Second) Home: Vacation, Investment, Luxury Properties
- Military Relocation Professional Core Course
- NAR's Green Designation Program
- Networking and Referral Systems
- New-Home Construction and Buyer Representation
- Pricing Strategies: Mastering the CMA
- Real Estate Investing: Build Wealth Representing Investors and Becoming One Yourself
- Real Estate Marketing Reboot
- Real Estate Negotiation Expert (RENE) Certification
- Seller Representative Specialist (SRS) Course
- Seniors Real Estate Specialist (SRES®) Course
- Short Sales and Foreclosures: What Real Estate Professionals Need to Know

For more information on ABR® Elective Course Topics, please visit <http://rebac.net/courses/elective-options>

# ABR® COURSE REGISTRATION FORM



## LOCATION

Southern Maryland Association of REALTORS®  
8440 Old Leonardtown Rd, Ste 211, Hughesville, MD 20637



May 21 & 22, 2018

9 am. - 5 p.m. both days

Cost: \$250 (includes lunch)

Name \_\_\_\_\_ NRDS ID# \_\_\_\_\_

Home Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Email Address \_\_\_\_\_ Cell Phone \_\_\_\_\_

Firm Name \_\_\_\_\_ License # \_\_\_\_\_

Firm Address \_\_\_\_\_

Firm City, State, Zip \_\_\_\_\_

Preferred Mailing Address:  Home  Office

SIGN ME UP ✓

(SEE BELOW FOR PAYMENT PLAN OPTION)

Check (enclosed): # \_\_\_\_\_  VISA  MasterCard  Discover  American Exp

Card # \_\_\_\_\_ Exp Date \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

Payment Plan Option (Credit Card Only): By checking this box, I am authorizing SMAR to charge half of the total registration price upon receipt of registration. I understand that the remaining balance plus a \$3 instalment processing fee will be charged on Monday, May 14, 2018. If the charge is declined, I understand that SMAR will charge the \$3 instalment processing fee each time the charge is attempted. If I decide to withdraw from the course, I understand that a refund will be processed less the cancellation fee (see refund policy) and instalment processing fee(s). I further understand that, in the event the remaining balance is not timely received or the credit card charge is denied for any reason, my course registration will be cancelled and a refund will be processed to my credit card in the amount paid less a \$40 cancellation fee and instalment processing fee(s). I accept responsibility for keeping the credit card information provided above up-to-date, so that the automatic charge can be made in accordance with this agreement. If the course is cancelled or rescheduled, SMAR will refund all monies paid.

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

REGISTRATION POLICY: All registrations must be received by Monday, May 14, 2018.

REFUND POLICY: Cancellations made in writing by May 14<sup>th</sup> will receive a refund less a \$15 cancellation fee. Cancellations after May 14<sup>th</sup> will receive a refund less a \$40 cancellation fee. No refunds after May 19<sup>th</sup>.

WALK-IN POLICY: No walk-ins are accepted for either of the ABR® Courses. Advance registration is required.

TO REGISTER: Visit [www.somdrealtors.com](http://www.somdrealtors.com) or pay by credit card by faxing this form to 240-254-2107. If paying by check, submit payment with this form.