

TAKE  
THE COURSE

Turn real estate into a  
buyer's dream.

Designate your real estate expertise. Become an ABR®.



#### COURSE: ABR® Designation Course

The cornerstone of buyer representation education, this comprehensive course covers this specialty top to bottom and is required to earn the ABR® or ABRM™ designations. Contact REBAC for complete information on designation requirements. Topics include:

- Evolution of Buyer Representation
- Office Policy, Standard of Care & Risk Management
- Building & Maintaining Buyer Representation Business
- Changing an Agency Role
- Services Provided
- Negotiating

**Designate as an ABR®.** Join over 40,000 REBAC members who are succeeding as Accredited Buyer Representatives. Get accredited as an ABR® and move ahead with specialized courses.



#### THE NEXT COURSE OFFERING IS:

August 4-5, 2009  
8:30 a.m. – 5 p.m.  
Greater Nashville AOR  
4540 Trousdale Drive  
Nashville, TN 37204  
GNAR Members: \$275  
All Others: \$300  
To Register: 615-254-7516  
[www.gnar.org](http://www.gnar.org)  
16 Hours CE in Tennessee  
Lunch Provided!