

Realtors® Association of the Palm Beaches presents



**Accredited
Buyer
Representative**
(Earn 11 CE Credits)

June 23rd & 24th, 2009

8:00am-5:00pm

Boynton Beach Training Room
4711 North Congress Ave.

Cost: \$349

When you can't count on the market, you have to count on your skills.

ABR® education provides you with the buyer representation expertise real estate agents need for an edge in today's competitive market. Member benefits such as publications, marketing tools, referral network and more, help ABR® designees succeed and maintain the edge.

The goal of ABR® designation is to:

- Provide the kind of service and fidelity to buyers that sellers have always enjoyed.
- Provide methods to build a buyer representation business.
- Creates a comprehensive guide to help agents become effective, efficient and productive buyer's representatives.

In a 2008 NAR survey, Realtors® who earned the designation, had a gross income of \$67,900.

Meet Your Instructor:



Richard Fryer, President, ABR, DREI MBA, Florida State University. As a licensed real estate broker, Mr. Fryer has been active in a wide array of activities in the real estate industry and as a licensed real estate instructor, he has personally taught thousands of students over the past 30 years. His awards and accomplishments are noteworthy and he appears as a widely recognized guest speaker presenting current topics impacting today's real estate community. Mr. Fryer served as President of the Orlando Regional REALTOR Association. He has participated with the Florida Real Estate Commission, serving on subcommittees and workshops. In 2002, Mr. Fryer was named Educator of the Year by the Florida Association of REALTORS and currently serves on the National Advisory Board of the Real Estate Buyer's Agent Council (REBAC). In 2004, Mr. Fryer was named REALTOR of the Year by the Orlando Regional Realtors Association. In 2005, Mr. Fryer / IFREC Real Estate Schools were inducted into the REBAC Hall of Fame. Mr. Fryer is Past-President of the Real Estate Educators Association, a national/international trade organization of real estate educators and he currently serves as a FAR and NAR Director. As a widely recognized guest speaker, Mr. Fryer is actively sought to present audiences with current topics impacting today's real estate industry. In March of 2009, Gov. Charlie Crist appointed Mr. Fryer as FREC's (Florida Real Estate Commission) newest Commissioner.



ABR® Designation Requirements

1. Complete the two-day ABR® "Core" course and the one-day elective course.
2. Obtain a passing grade on the written exams.
3. Demonstrate practical experience by completing and closing five real estate transactions in which you functioned as the buyer's representative. (Transactions must be completed and closed anytime prior to and up to 36 months after attending the ABR® course.)
4. Be a member in good standing with the National Association of Realtors® and REBAC, the Real Estate BUYER'S AGENT Council of NAR.

REBAC will provide 12 months free membership to each student who successfully completes the ABR® course.

**For more information about the ABR Designation
visit REBAC at www.rebac.net**

**[] ABR® Comprehensive two-day course with 11 CE Credits - \$349
June 23rd & 24th, 2009**

To register please call toll free to IFREC, ask for Robin Shumate, at (888) 647-7277 ext. 439. Pay by CHECK: Make checks payable to IFREC Real Estate Schools and mail to: PO Box 2642, Winter Park, Florida 32790. To use a charge card FAX to (407) 647-5227.

Name: _____ Real Estate Lic. # _____

Address: _____

Phone: Home: _____ Business: _____ Soc. Sec. # _____

Email Address: _____

Payment: Amount \$ _____

Charge my Visa / Master Card / Discover / Amex Account # _____ Exp. Date: _____

SEC Code: _____ (This is the number that is printed (not embossed) on your card. On American Express, it is found on the front of the card. On MC and Visa, it is found on the back of the card, printed on the signature line, after the card number.

Signature: _____

Bring Your Active Listings for the Member Marketing Table

This program is sponsored by RAPB's Affiliate Business Partners.

"Dress For Success" Business Attire Required

For questions, contact Erica at esaufley@rapb.com or 561-585-4544

Refunds will be given if written cancellation is received at least five (5) days prior to scheduled course.

