



ABR: Designation Course

Short Sales & Foreclosures Elective

Instructors: Sarah Stelmok, ABR, e-PRO, GRI / Tina Hunt, ABR

Description: **ABR Designation Course**—The overall goals of the Accredited Buyer’s Representative Designation course are to prepare real estate professionals to represent buyer-clients in real estate transactions and provide the quality of service and degree of fidelity to buyers that sellers have customarily enjoyed. In addition, this course will offer ideas and methods for building a buyer representation business.

Short Sales & Foreclosure Elective—Real estate foreclosures have been increasing and will continue to do so as interest rates on subprime adjustable rate mortgages reset. This course examines how real estate professionals can help buyer-clients prevent foreclosures as well as how to counsel buyer-clients who want to invest in pre-foreclosure or foreclosed properties.

Date: April 19 & 20 —ABR Designation Course
April 21—Short Sales & Foreclosure Elective

Time: 9 a.m. - 5 p.m.

Location: FAAR Classroom, 2nd Floor
2050 Gordon W. Shelton Blvd.
Fredericksburg, VA 22401



Registration is required.
Fee includes a 1-year membership to REBAC.

Visit www.rebac.net for complete details on earning the ABR Designation.

Register Online — logon to faarmembers.com, click “Online Registration” under Education tab and follow prompts or **by Fax** — complete the registration form below and then fax to 540-736-0301.

Registration Fee: ABR Core Designation Only April 19 & 20 \$275 member \$299 non-member
Foreclosure Elective Only April 21 FAAR Member \$75 member \$99 non-member
All Three Days member \$350 non-member \$398

Name: _____ Company: _____

Phone: _____ Email Address: _____

Payment: VISA MasterCard Am. Express CC #: _____ 3-digit CVC # _____

Expiration Date: _____ Authorized Signature: _____

NOTE: If you require ADA assistance for the classroom, please call FAAR at time of registration at (540) 373-7711. Opinions and information delivered in all FAAR courses should be confirmed as compliant with the Student’s Company Policy before including in business practices. Refunds will only be given in the event RECA cancels the class or if the registrant withdraws from the class by contacting FAAR during business hours, at least one (1) business day prior to the class date.