

**REGISTRATION FORM – ABR® & ABR® ELECTIVE
CONTACT INFORMATION:**

Name _____
Firm name _____
Address _____
City _____ State _____ Zip _____
Phone (W) (____) _____ (H) (____) _____
**e-mail address _____
WRA member # _____

**Course confirmation sent via email. Also visit myWRA at wra.org to verify registration.

REGISTRATION FEES:

(Early pricing in effect two weeks prior to start date except Designation Week which ends Jan. 11, 2010.)

	Early	Regular	ATD
ABR® Two-Day Required Course			
<input type="checkbox"/> January 13-14, 2010 Brookfield	\$260	\$270	\$290
<input type="checkbox"/> February 8-9, 2010 Appleton (Des. Week)	\$270	\$280	\$300
<input type="checkbox"/> March 25-26, 2010 Wisconsin Dells	\$260	\$270	\$290
<input type="checkbox"/> August 4-5, 2010 Madison	\$260	\$270	\$290

ABR® Elective: Short Sales and Foreclosures

<input type="checkbox"/> February 10, 2010 Appleton (Des. Week)	\$155	\$165	\$185
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LOCATION INFORMATION:

Brookfield January 13-14, 2010

Location: Wisconsin Institute of Certified Public Accountants (WICPA)
235 North Executive Drive, Suite 200
Brookfield, WI 53005

Wisconsin Dells March 25-26, 2010

Location: Kalahari Resort
1305 Kalahari Drive | Wisconsin Dells, WI 53965
For Hotel Reservations: (877) 253.5466
Room Rate: \$99

Appleton February 8-9, 2010

Radisson Paper Valley Hotel
333 West College Avenue
Appleton, WI 54913
Phone: (920) 733.8000
Hotel Room Rate:
\$80 single/double
Release date: January 10, 2010

Madison, WRA August 4-5, 2010

4801 Forest Run Road
Madison, WI 53704
(608) 241.2047 or (800) 279.1972
Hotel Information: Hampton Inn – Madison East
4820 Hayes Road | Madison, WI 53704
Phone: (608) 244.9400
Room rate: \$89 (indicate you are a WRA student)

Special Services: Check here if you require special services to attend. Attach a written description of needs.

PAYMENT:

Enclosed is my check made payable to the WRA.

Charge my VISA/MasterCard (circle card type)

Card # _____ Exp. date _____

Register by Phone: WRA 800.279.1972 | 608.241.2047

Register by Mail: WISCONSIN REALTORS® ASSOCIATION

4801 Forest Run Road, Suite 201 | Madison, WI 53704-7337

Register by Fax: 608.241.5168 | **Online Registration:** www.wra.org/ABRinfo

CANCELLATION POLICY: The WRA reserves the right to cancel this course if not filled. Cancellations must be made in writing prior to the start of the course and will be refunded, minus a \$25 administrative fee. Registrations cannot be transferred from person to person.

register today!
wra.org/abrinfo

4801 Forest Run Road, Suite 201 | Madison, WI 53704-7337



designation course

ABR®
& elective



Two-Day ABR® Course

January 13-14, 2010 | Brookfield

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March 25-26, 2010 | Wisconsin Dells

August 4-5, 2010 | Madison

One-Day ABR® Elective

February 10, 2010 | Appleton

WISCONSIN REALTORS® ASSOCIATION

ABR® & Elective Designation Courses

What is the ABR® Designation?

The Accredited Buyer Representative (ABR®) designation is the benchmark of excellence in buyer representation. This coveted designation is awarded to real estate practitioners by the Real Estate BUYER'S AGENT Council (REBAC). ABR® courses help you master the buyer representation business and gain skills on how to establish customer loyalty. REBAC's membership numbers over 40,000 and is the world's largest organization of real estate professionals concentrating on buyer representation.

The ABR® designation identifies those real estate agents who have demonstrated a serious commitment to the practice of buyer agency. Agents with the ABR® designation have received professional training above and beyond the minimum requirements for licensing and are committed to providing top-level service.

GROSS REALTOR® INCOME			
Designation	2005 Survey/ 2004 Gross Income	2007 Survey/ 2006 Gross Income	2008 Survey/ 2007 Gross Income
No Designations	\$35,500	\$40,000	\$33,200
ABR®	\$81,400	\$77,000	\$67,900

NAR Research - Personal Gross REALTOR® Income updated statistics for average gross income of members with designations (including ABR®) vs. members without.

How to Earn the ABR® Designation:

1. Complete the two-day ABR® course and pass the exam, and complete the other ABR® requirements within three years.
2. Complete one ABR® elective course and pass the exam.
3. Provide documentation verifying five completed transactions in which you acted solely as a buyer representative (no dual agency).
4. Be a member in good standing with REBAC and NAR. Note: First-year membership in REBAC is free with ABR® two-day course.

Great Class....Barb McGill is an awesome instructor. Very informative and learned a lot more than what I thought I knew about being a buyer's agent. Thanks Barb for a great learning experience!!!

Elaine Graf, First Weber Group

ABR® Two Day Course*

Instructor: Barb McGill

The overall goals of the Accredited Buyer's Representative (ABR®) 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; offer ideas and methods for building a buyer representation business; and develop a self-customized tool for conducting a buyer counseling session. In each course module you will examine a different topic and together they create a comprehensive guide to help you become an effective, efficient, and profitable buyer's representative.

The two-day course covers the following areas:

- Evolution of buyer representation
- Agency relationships
- Building and maintaining a buyer representation business
- Office policy, standard of care and risk management
- Conflicts of interest
- Negotiating as a Buyer's Representative
- The purchase contract

*Approved for 2009-2010 Course 4. The ABR Designation counts as two electives towards the RSPS Certification.

Foreclosures & Short Sales (ABR Elective): What Buyer's Representatives Need to Know

Instructor: Dave Sayas

In many local markets, the sharp increase in real estate foreclosures and pronounced lag in home sales have fundamentally changed the concerns and needs of today's real estate buyers and sellers. As a real estate professional, do you know how to help protect your buyer-clients from foreclosure? Do you understand the process of short sales? Do you know how to counsel a buyer-investor in purchasing an REO property? This essential one-day ABR® elective course will help you:

- Understand foreclosure and the foreclosure process
- Assist buyer-clients in preventing foreclosure
- Learn short sales and the considerations that impact sellers and buyers
- Identify how to avoid potential pitfalls in working with short sales
- Explain how buyer-investors may benefit from the purchase of REO properties

Instructors



Dave Sayas
Attorney at Law

Dave Sayas graduated from Valparaiso University Law School in 1974. He works with all areas of real estate, including estate planning. He is certified to teach all state-required real estate continuing education classes for real estate licensees and has authored numerous articles on various real estate aspects, including 1031 tax-deferred exchanges. Dave handles real estate litigation and has been admitted to practice before the United States Supreme Court. Dave has twice received the Instructor of the Year award from the Wisconsin REALTORS® Association.



Barb McGill
ABR, CRB, CRS, GRI, SRES

Since 1977, Barb McGill has been active in Wisconsin real estate and is currently vice president of corporate training for First Weber Group Realtors® in Brookfield, Wisconsin. She conducts training programs throughout Wisconsin and for a national real estate organization in several states. Barb is approved as a national instructor for the National Association of REALTORS® Real Estate Buyer's Agent Council and the Senior Real Estate Council. She was selected as the Wisconsin REALTORS® Association's Instructor of the Year in 2002 and 2006.

I especially enjoyed the real life examples and appreciated her "tell it like is" approach. She made it very enjoyable to learn.

Deb Seeliger, Stark Company REALTORS®

Register Today! 800-279-1972

online registration: www.wra.org/abrinfo