

Accredited Buyer's Representative (ABR®) Designation Course

This two-day course is the first step towards becoming an ABR® designee.

You will gain:

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

With specialized education and exclusive member benefits, ABR® designees are equipped to guide clients through every stage of the home buying process.

Registration Form available in Member Hub or <https://omcar.com/wp-content/uploads/2023/09/2023-FILLABLE-ABR-REGISTRATION-PACKET.pdf>



Instructor: Cynthia DeLuca has sold thousands of properties, managed hundreds of Realtors®, and educated tens of thousands of real estate professionals. After selling her real estate brokerage, Cynthia decided to focus her career on helping other Realtors reach a higher potential. She has been there, done that, walks the talk, and loves to share her experiences with others so they can excel in their career.

On Site

Ocala Marion County Association of REALTORS®
3105 NE 14 Street, Ocala, 34470

November 16 - 17, 2023 - 8:00 am - 5:00 pm

Cost:

\$170 with "digital version only" instruction manual
\$195 with printed manual

Lunch provided by:

First International Title - Sarah Fitts
Miller and Sons Plumbing - Kayla Stephens

Contact Kay Osborn, 352-629-2415 for additional details.





ACCREDITED BUYERS' REPRESENTATIVE (ABR®)

Giving you the edge in real estate.

Accredited Buyer's Representatives (ABR®) stand for the benchmark of excellence in buyer representation. What's their key to success? They know that you can't count on the market—you must count on your skills. ABR education provides the expertise you need for an edge in serving today's homebuyers.

What is the ABR® Designation?

The Accredited Buyer's Representative (ABR®) designation is proof of your unparalleled service and true commitment to the craft of buyer representation while earning you benefits across the board.

The ABR® Difference:

The Accredited Buyer's Representative (ABR®) designation is for real estate professionals who have a passion for working with buyer-clients and want to take their excellence and service to the next level.

Why It's Worth It

You can't count on the market—you must count on your skills. ABR® designees have continuous access to education, industry information, marketing materials, and more. These resources can boost referrals and lead generation.

How to Earn It

- Education: Complete the two-day core designation course and complete one of the ABR® elective courses
- Work Experience: Documentation of five completed transactions in which you acted solely as a buyer representative.
- Professional Affiliation: Membership in good standing in REBAC; Membership in good standing in the National Association of REALTORS® (NAR) (Exception: International members of REBAC do not have to be members of NAR).
- Exam: For the online course only, pass the ABR® core designation exam with an 80% or better score.
- Application: Submit the designation application along with documentation of five completed transactions.
- Cost of course: **\$170.00 with “digital version only” instruction manual/\$195 with printed instruction manual. Lunch is provided for both days.**
- REBAC Dues: **First year of REBAC membership is free, second year is \$110, but prorated based on the month you joined REBAC and \$110 per year thereafter.**

Held at Ocala Marion County Association REALTORS®

November 16 – 17, 2023

Accredited Buyer's Representative (ABR®) PRE-REGISTRATION

**Course Location: Ocala Marion County Association of REALTORS®,
3105 NE 14 Street, Ocala, FL, 34470**

To register, contact Kay Osborn, kay@omcar.com, with a completed registration form using Visa, MasterCard or American Express.

Name (print as on license): _____
 Nickname (for badge: _____ Real estate license number: SL [] BK [] BL [] _____
 Name of Firm: _____ Email: _____
 Phone: (to reach you during normal business hours) _____ FAX: _____
 Mailing Address (for confirmation and grade notification) _____
 City: _____ State: _____ Zip: _____
 Name of your Board/Association: _____
 Course Title: _____

Please check the box with the reason for taking the course on following lines:

- ☐ Accredited Buyer's Representative (ABR®) with Digital Version Only-Instructional Manual \$170.00 - 8 HRS CE (SPECIALITY)
☐ Accredited Buyer's Representative (ABR®) with Printed Instructional Manual \$195.00 - 8 HRS CE (SPECIALITY)

Location: OMCAR-3105 NE 14 Street, Ocala , Florida 34470

Date(s) of Course: November 16-17, 2023

Signature: _____

METHOD OF PAYMENT:

- ☐ Check for \$_____ made payable to
☐ Charge \$_____ to my ☐ Visa ☐ MasterCard ☐ AMX ☐ Discover (check one)

If paying by credit card, please provide the following credit card information:

Card number: _____ CVV/CVC Code

Expiration Date: _____

Signature (required) _____

FOR OFFICE USE ONLY

Pursuant to the Americans with Disabilities Act, I require specific aids or services during my visit. Audio ☐ Visual ☐ Mobile ☐ - If so, please identify your special needs:

ABR® Elective Course Options

Before applying to become an ABR®, you must complete the ABR® designation core course and one elective option. Many of these elective options also count towards other designation or certification requirements.

REALTOR® Elective Courses:

At Home with Diversity® (AHWDE) Certification Course
Buyers by Generation: Success in Every Segment Certificate Course
Certified International Property Specialist (CIPS) Local Market Course
Corporate Relocation: The Next Move Certificate Course
e-PRO® Certification Course
NAR's Green Designation Course
Graduate, REALTOR® Institute (GRI) Designation (must hold the full designation)
Home Finance Resource (HFR) Certification Course
Marketing Strategy & Lead Generation Certification Course
Military Relocation Professional (MRP) Certification Course
New-Home Construction and Buyer Representation Certificate Course
Pricing Strategy Advisor (PSA) Certification Course
Planning and Zoning Resource: Advocating for Your Community's Future Certificate Course
Real Estate Investing: Build Wealth Representing Investors and Becoming One Yourself Certificate Course
Resort and Second-Home Property Specialist (RSPS) Certification Course
Seniors Real Estate Specialist® (SFR®) Designation Course
Short Sales & Foreclosures (SFR®) Certification Course

WOMEN'S COUNCIL OF REALTORS® (WCR) Elective Courses:

Effective Negotiating for Real Estate Professionals Course*
Networking and Referral Systems Course*

REAL ESTATE BUSINESS INSTITUTE (REBI) Elective Courses:

Real Estate Negotiation Expert (RENE) Certification Course*
Seller Representative Specialist (SRS) Designation Course*
Marketing the Listing Course*

***If you select an elective option from WCR or REBI, you must provide proof of course completion by uploading your certificate from the course with your application. Failure to upload a certificate will delay your application.**