

— NEW-HOME CONSTRUCTION AND BUYER REPRESENTATION —

R-2020

**RAISE THE BAR**  
REAL ESTATE SCHOOL

**NEW  
COURSE!**

**SCOTTSDALE**  
AREA ASSOCIATION OF REALTORS®

# BUILD A SOLID FOUNDATION FOR SOLID NEW SKILLS

*Unsure about the opportunities that new-home construction offers?  
Give us one day and we'll turn you from bystander to believer.*

Representing clients in the purchase of new-home construction requires a significantly different set of skills. REBAC's **NEW-HOME CONSTRUCTION AND BUYER REPRESENTATION** course is designed to help real estate professionals gain the product and transaction knowledge needed in order to guide clients through the processes for the purchase, construction, and customization of a new home. Along the way, you will learn how to work with new home builders and sales representatives while ultimately protecting your clients' interests.

*This class satisfies AZ GRI designation elective credit (row 12).*

*For information on obtaining the GRI designation visit [www.azgri.com](http://www.azgri.com).*

*This course qualifies as an elective course for the Accredited Buyer's Representative Designation offered by the Real Estate Buyer's Agent Council (REBAC). For information on earning the ABR® Designation go to [www.Rebac.net](http://www.Rebac.net).*

## — TAKE *the* COURSE —

**When:** September 30, 2020

**Check in:** 8am **Class time:** 8:30am – 4:30pm

**Location:** Scottsdale Area Association of REALTORS®  
8600 E. Anderson Dr., Scottsdale, AZ 85255

**Instructor:** Karl Stauffer

**C/E hours:** 3 Agency Law, 3 Disclosure (issued by R-2020)

**Fees:** Based on availability- (includes \$20 REBAC royalty fee)

\$ 89.00 through Sept. 16th

\$ 99.00 Sept 17th - Sept 29th

\$109.00 Day of class / at door

\$109.00 **Non-AAR member**/must call 480-945-2651

**Cancellation policy:** Fees will be refunded less a \$25 service charge up to 48 hours prior to class, after that no refunds will be given. 'No-shows' forfeit all fees.

\$50 will be charged for all returned checks.

\*Please notify us 7 days in advance if you have a disability that requires special services or assistance.

## THINK OUTSIDE THE EXISTING HOME MARKET BOX

*Sign up for the new course today!*

**Register:** [www.scottsdalerealtors.org](http://www.scottsdalerealtors.org)



NATIONAL  
ASSOCIATION of  
REALTORS®  
*Official Designation*

