

Two-day ABR Designation Course



Accredited Buyer's Representative

November 13 -14, 2017 | 8:30 a.m. - 5:00p.m.

Homebuyers need a REALTOR® with knowledge and expertise to represent them throughout a real estate transaction. With the ABR designation, that REALTOR® is you! The ABR designation is designed for real estate buyer agents who work directly with buyer-clients and is the benchmark of excellence in buyer representation. The two-day ABR designation course will prepare buyer's representatives to provide the kind of service and fidelity to buyers that sellers have always enjoyed.

Course topics include:

- Agency relationships.
- Duties to clients and responsibilities to customers.
- The interview and counseling session.
- The buyer representation agreement.
- Offer through accepted contract.
- Marketing fundamentals.

Course approved for six elective 2017-18 CE credits in Wisconsin.

Also qualifies for two elective credits toward the GRI designation.

Course Locations

Madison (host site)
Wisconsin REALTORS®
Association
4801 Forest Run Rd.
Madison, WI 53704

Appleton (classroom webcast)
REALTORS® Association of
Northeast Wisconsin
W6124 Aerotech Dr.
Appleton, WI 54914

Eau Claire (classroom webcast)
REALTORS® Association of
Northwestern Wisconsin
1903 Keith St.
Eau Claire, WI 54701

Kenosha (classroom webcast)
Southshore REALTORS®
Association
7347 57th Ave.
Kenosha, WI 53142

Mosinee (classroom webcast)
Central Wisconsin Board of
REALTORS® Association
925 S. Park View Circle
Mosinee, WI 54455

Sheboygan (classroom webcast)
Sheboygan County Board of
REALTORS®
639 Walton Dr.
Plymouth, WI 53073

Woodruff (classroom webcast)
Northwoods Association of
REALTORS®
320 Oak St., Ste. B
Woodruff, WI 54568

Instructor: Cheryl Eskridge

Cheryl Eskridge, ABR, CRS, GRI, PMN is the broker owner of Eskridge Real Estate in Northern WI. She loves to share her knowledge by teaching real estate courses, and particularly enjoys seeing new agents become successful by furthering their education.

Born and raised in Milwaukee, she became a resident of the Northwoods in 1997 and has lived in the Eagle River area for over 20 years with the exception of the 5 years they lived in Wimberley, TX just outside of Austin, TX. Cheryl received her broker's license in Texas during that time. Family and grand kids brought them back to Wisconsin. Their family and grand kids live in Milwaukee, Monona and Wauwatosa.

Her love of the Northwoods started in 1958 when she traveled there for the summers. She is very active in the community and continues many of her responsibilities today. Cheryl practices real estate in both Wisconsin and Texas.



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REGISTER TODAY!

Name _____

Firm Name _____

Address _____

City _____ State _____ Zip _____

Phone (W) _____ (H) _____

*Email address _____

WRA member # _____

*A confirmation for this course will be sent by email. You can also visit "myWRA" at www.wra.org/myeducation to verify course registration.

REGISTRATION FEES

	Through 10/29	After 10/29	ATD
Member	\$250	\$270	\$290
Nonmember	\$270	\$290	\$310

Check location:

Live

Madison

Remote webcasts

Appleton (remote)

Eau Claire (remote)

Kenosha (remote)

Mosinee (remote)

Sheboygan (remote)

Woodruff (remote)

Check-in: 8:00 a.m.

Classtime: 8:30 a.m. – 4:30 p.m.

Exam: 4:30 p.m. – 5:00 p.m.

CONTACT

WRA Education Department: 800-279-1972 or educate@wra.org

PAYMENT

Enclosed is my check made payable to the WRA

Charge my VISA/MasterCard (Circle one)

Card number _____ Exp. date _____

Security code _____

Special Services: Check here if you require special services to attend.

Attach a written description of needs.

Register by mail: WISCONSIN REALTORS® ASSOCIATION
4801 Forest Run Road, Suite 201 | Madison, WI 53704-7337

Register by phone: 800-279-1972 | 608-241-2047

Register by fax: 608-241-5168

Online registration: www.wra.org/ABR

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 course and will be refunded, minus an \$25 administrative fee. Registrations cannot be transferred from person to person.

REGISTER TODAY!

Register: 800-279-1972

Register online:

www.wra.org/ABR