

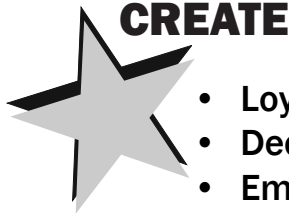


Transform Your Practice!



ELIMINATE

- Unmotivated Buyers
- Uncommitted Buyers
- Unqualified Buyers



CREATE

- Loyal Buyers
- Decisive Buyers
- Empowered Buyers



DISCOVER

- How to get the Buyer Broker Agreement signed
- Creative Risk Reduction Techniques
- What Buyers want MOST!



CURTIS HALL, ABR, CRP, CRS
The "Frozen Faced" Phoenix REALTOR®
The Country's First ABR®

Presented by the Phoenix Association of REALTORS®
 in partnership with Hogan School of Real Estate



When taking the ABR® course, why not take it from the very person who wrote the book and has trained thousands of ABR candidates? Curtis Hall co-authored the ABR® course in 1993 and is a full-time real estate practitioner in Phoenix, Arizona. This ABR® course is a real-world learning experience in which Curtis demonstrates his unique methodologies used in his own active real estate practice to differentiate his services from the competition.

Curtis has sat on more than twelve local REALTOR® Association and NAR committees and was awarded REALTOR® of the Year by his local association. As a participant on several professional standards committees and with his expertise in all aspects of risk management, Curtis is called upon frequently by the legal community as an expert witness.

ABR® Designation Two-Day "Core" Course

Plus

One-Day Elective Course

Call for Upcoming Dates and Details - (800) 794-1390

www.HoganSchool.com



Phoenix Association of REALTORS®

5033 North 19th Avenue, Suite 119, Phoenix, AZ, 85015



**Hogan School is one of the Nation's Leading Providers of ABR® education.
Here are a few of your fellow REALTORS'® rave reviews!**

*"The best three days I have spent in a classroom setting in a long time! I learned so much from you in so little time. The industry needs people like you, teaching people like us so that the consumer benefits".
Donald, California*

"WOW!! How can we say thanks for the FANTASTIC 3 days you spent with us – I learned so much! Now it's sorting through it all and PRACTICING IT!" Leslie, Arizona

"Thanks for an extraordinary class. It will take me 20 years to distill down all the information I have learned over the last three days". Debbie, Hawaii

Phoenix Association of REALTORS® ABR® Designation Course

Call for Upcoming Dates & Details: (800) 794-1390

www.HoganSchool.com

COST: \$399 Prepay Package Discount

Payment at the door: Two-day Program \$309

Elective Course \$129 = \$438



LOCATION: 5033 N. 19th Avenue, Phoenix, AZ (Phoenix Association of REALTORS®)

ADRE CREDIT: Two-day course -12 hours Agency Law & 3 hours RE Legal issues credit

Elective Course - 7 hours Credit

Designation Requirements

1. Complete the two-day ABR® "Core" course and the one-day elective course.
2. Obtain a passing grade on the written exams.
3. Demonstrate practical experience by completing and closing five real estate transactions in which you functioned as a buyer's representative. (Transactions must be completed and closed anytime prior to and up to 36 months after attending the ABR® course.)
4. Be a member in good standing with the National Association of REALTORS® and REBAC, the Real Estate BUYER'S AGENT Council of NAR.

REBAC will provide 12 months free membership to each student who successfully completes the ABR® course.

REFUND POLICY: If the program is cancelled by Hogan School, a full refund will be given. Any cancellations received less than 48 hours from class start date will be subject to a \$50 cancellation fee.

REGISTER NOW!

PHONE...520/327-6849

800/794-1390

WEB...www.HoganSchool.com

FAX...520/325-8950

**MAIL...4023 E. Grant Rd.
Tucson AZ 85712**



ABR Designation Program

NAME _____

DATE OF BIRTH _____ DAYTIME PHONE _____

ADDRESS _____

EMAIL _____

\$399 enclosed: Check VISA MC AMEX DISCOVER

Account # _____

Exp. Date _____ Credit Card ID#: _____

Signature _____

phx-gen

**Phoenix Association of REALTORS® in partnership with Hogan School of Real Estate
5033 N. 19th Avenue, Phoenix, AZ (Phoenix Association of REALTORS®)**