



## New-Home Construction and Buyer Representation— Professionals, Product, Process

This course will help you gain the product and transactional knowledge you need to help buyer-clients through this niche of the home buying process.

After completion of this course, you will be able to:

- Develop productive, mutually beneficial relationships with builders
- Guide clients through the process and stages of building a home
- Explain the characteristics of new construction homes, and support clients as they evaluate the pros and cons of purchasing one

**Register for this course today!**

*This course qualifies as an elective course for the Accredited Buyer's Representative (ABR®) designation offered by the Real Estate Buyer's Agent Council (REBAC). This course does not grant its own credentials. For information on earning the ABR® designation, please visit [www.REBAC.net](http://www.REBAC.net).*

**Instructors:** Cheryl Knowlton, CSP, DREI  
Emily Lowry

**Date:** July 15, 2021

**Time:** 9 am to 5 pm

**Location:** Keller Williams South Valley  
4020 W Daybreak PKWY  
South Jordan, UT

**Tuition:** \$79 | Ultra Early bird through June 17  
\$99 | Early bird through July 1  
\$129 | Full Price

**Registration:**

[www.cherylknows.com/events/NCBR0715](http://www.cherylknows.com/events/NCBR0715)

**7 Hours of Utah CE**

