



AGY 404- Buyer Agency Agreements Explained

3 Hour Elective Class

Course Description:

(Course No. 564003915)
Master buyer agency agreements with this essential course! Explore buyer agency agreement components, a brief history of buyer representation and develop a value proposition explaining the importance of an agent's services. Understand all the legal and ethical issues surrounding discussions with buyers. Learn how to effectively present services, explain compensation, buyer agency contracts, and navigate client resistance.

LOCATON: **LIVE ZOOM CLASS**

If you require special accommodations due to a disability, please contact Molly@trarealtors.net to describe the accommodation.

Illinois School of Real Estate
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With Instructor:
Annette Panzek

January 22, 2026
6:00PM - 9:00PM

COST:

\$15.00 for Members
\$35.00 for Non-Members

*Payment is required at registration.
** If registrant cancels within 48 hours of class or is a no show, they will be assessed a \$25.00 cancellation fee.

