



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:

Three Rivers Association of REALTORS®

2531 Division St.

Suite 102

Joliet, IL 60435

Register online at www.trarealtors.net or call the TRAR office at (815)744-4520

Illinois School of Real Estate
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With Instructor:
Annette Panzek

September 22, 2026

1:00-4:00 PM

COST:

\$0.00 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.

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