

# CRS EARN THE CRS® DESIGNATION

- The **CRS® Designation**, awarded by the Council of Residential Specialists, is the highest professional designation awarded to REALTORS® in the residential sales field. Less than 4% of all REALTORS® hold the CRS® Designation.
- The Requirements for the Designation **allows you two options** from which to choose. Choose the path that matches your level of experience. (attached)

**Dates: November 12-13, 2008**  
**Location: 9279 Training Center**  
**Cost: \$199.00**

(Includes 8 hours elective Continuing Education Credit)

The cost of the course is substantially underwritten by the F. C. Tucker Company.

## “Business Planning & Marketing For The Residential Specialist/CRS 200”

This course increases the real estate licensee’s knowledge in the preparation, skills and tools that sales associates need to build the foundation for their listing and sales business.

All major prospecting techniques are covered, including direct mail, face-to-face, and telephone. Students will develop their own vision and mission statements as the basis for their personal promotion programs and business plan and will then prepare individual one-year marketing plans and business operating budgets. (You can check the website at [crs.com](http://crs.com) for additional information.)

**Our Most Popular CRS Instructor: LeRoy Houser**

**DAY ONE** Nov. 12

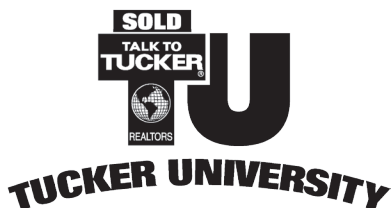
Registration 8:00-8:30

Course Presentation 8:30-5:00

**DAY TWO** Nov. 13

Course Presentation 8:30-4:00

With Exam to follow



TuckerUniversity@TalkToTucker.com  
Phone: 317-571-2200 x 130  
Fax: 317-574-5587

Name: \_\_\_\_\_

Office: \_\_\_\_\_

Email: \_\_\_\_\_

Voice Mail: \_\_\_\_\_

Check

Bill 141 Account

**To register:**

**Send your registration to Michele Cardwell in the Tucker University Dept.**

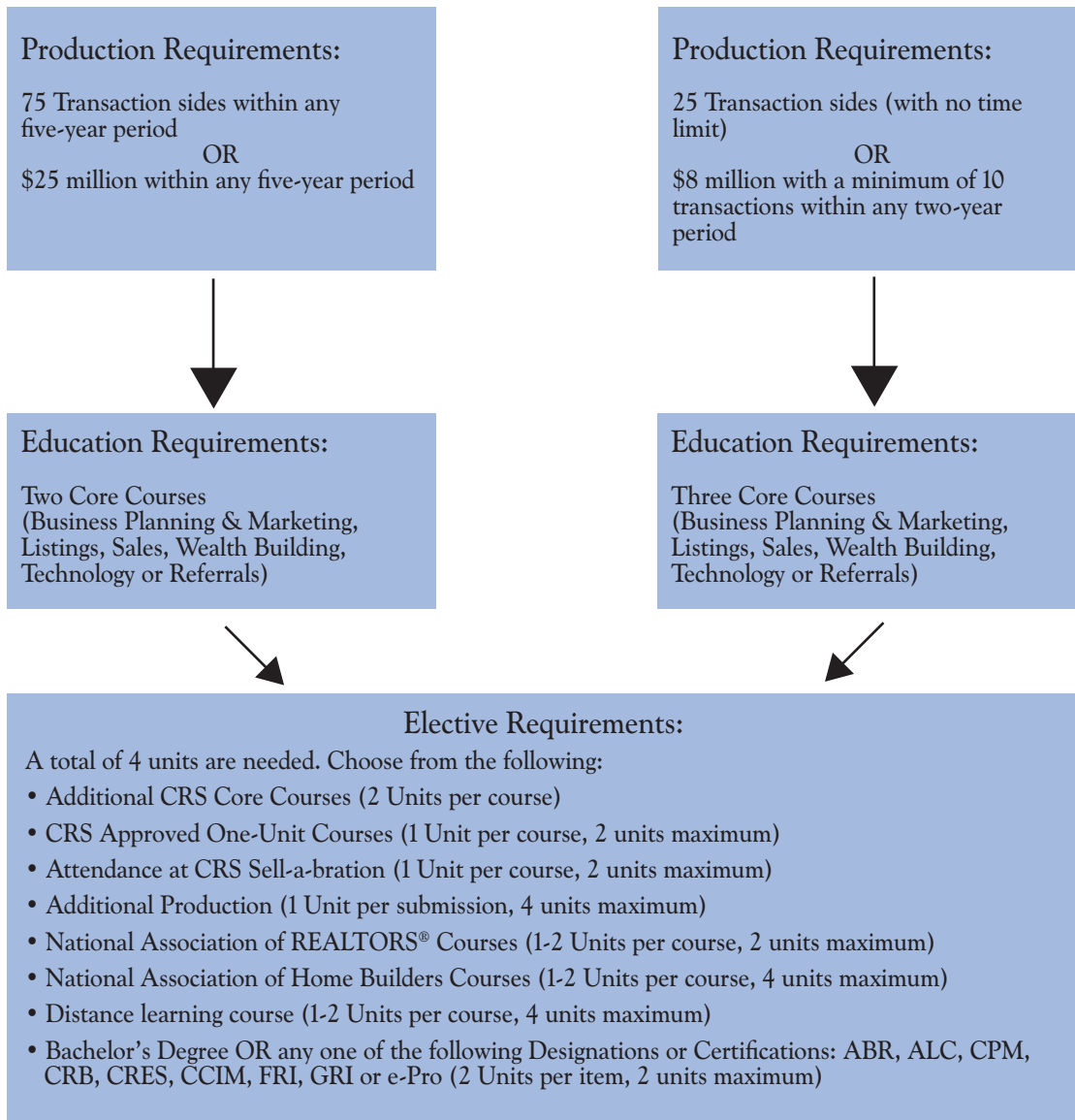
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## THE CRS® DESIGNATION

The CRS® Designation, awarded by the Council of Residential Specialists, is the highest professional designation awarded to REALTORS® in the residential sales field. Less than 4% of all REALTORS® hold the CRS® Designation. CRS Designees earn a median income of \$160,500 annually - four times as much as the typical REALTOR® who sells residential real estate.

## THE REQUIREMENTS FOR THE CRS® DESIGNATION

There are two options to choose from. Choose the path that matches your level of experience.



All Designations programs require membership in the Council of Residential Specialists. All members are required to maintain active REALTOR® or REALTOR ASSOCIATE® membership in their local board/state association. A \$75 processing fee applies to all designation applications. There is no time limit in fulfilling the education requirements. THERE ARE NO EXCEPTIONS TO THE REQUIREMENTS STATED ABOVE.

For more information as well as a listing of course offerings, visit [www.crs.com](http://www.crs.com).