



About CRS Courses

CRS Courses provide new solutions for a changing marketplace.

Whether you're new to the business or want to learn new skills to help you adapt to changes in your market, CRS Courses give you the skills, tools, systems, and strategies you need to be competitive. Visit www.crs.com for more information on other CRS Courses in your area.

Business Planning and Marketing (CRS 200) earns two units of credit toward the CRS Designation, the premier Designation for residential real estate agents. Additionally, it may help you earn continuing education credit in ND.

Students will need a standard calculator.



Place
Postage
Here

Minot Board of REALTORS®
212 S Broadway
Minot, ND 58701

The Council of Residential Specialists is the largest not-for-profit affiliate of the NATIONAL ASSOCIATION OF REALTORS®, with its headquarters in Chicago, Ill. It comprises more than 47,000 Certified Residential Specialists (CRS) Designees and Candidates/General Members. The association was created to recruit and retain those REALTORS® and international real estate professionals seeking the knowledge, tools, and relationship-building and referral opportunities they need to maximize their income and professionalism in residential real estate.

For more information on CRS or obtaining the CRS Designation, please visit www.crs.com or call Customer Service at 800.462.8841.



Business Planning and Marketing

CRS
200

Essential Training for Any Market

Build your business on a solid foundation with practical, solution-based training from the Council of Residential Specialists. With *Business Planning and Marketing (CRS 200)*, sponsored by the Minot Board of REALTORS® and the ND Association of REALTORS®, you can access the tools and strategies you need to thrive in any market.





This two-day course will be offered October 13-14, 2009, 8:30 am to 5:00 pm, at Grand International, Minot, ND.



Business Planning and Marketing offers practical objectives for immediate and long-term success that you can apply immediately to your business. With this course, you will get the tools you need to:

- Develop your business plan
- Improve your prospecting techniques
- Analyze your business budget and costs
- Enhance your personal promotion techniques



Charles Bode, CRS

Chuck Bode sold 54 units his first year in real estate without a computer or a personal assistant! This former high school teacher and coach has a rare blend of humor, real-world experience and passion for the real estate industry. As a CRS Senior Instructor, he has delivered educational programs in all 50 states, plus several foreign countries. Bode willingly shares his ideas, techniques, scripts and dialogues with his students.

The course is approved for 15 hours CE by the ND Real Estate Commission.

Please bring a standard calculator.

A block of sleeping rooms has been reserved at the Grand International. Call 800-735-4493 and mention that you are with the REALTOR® group when making your reservation.

If you are planning to attend these meetings and need assistance relating to a disability, please contact the Minot Board of REALTORS® as soon as possible at 701-839-8217 or email to mmls@ndak.net.

REFUND POLICY- Full refund may be returned only if notice of cancellation is submitted in writing to the Minot Board five days prior to classes. Refund of half the fee will be returned upon receipt of written cancellation no later that two days prior to classes. NO REFUNDS OR CREDITS THEREAFTER. Any refunds will be mailed immediately following the seminar.

Registration Form

Business Planning and Marketing CRS 200

Where? Grand International
1505 N Broadway
Minot, ND 58703

When? October 13-14, 2009
8:30 am – 5:00 pm each day

Who? (About yourself)

Name _____

Company _____

Address _____

City/State/Zip _____

Phone _____

Fax _____

E-mail _____

Registration Fee:	Member	Non-Member
On or before October 6:	\$275	\$300
October 7 or later:	\$300	\$325

Please indicate preferred method of payment:

Credit Card (Visa or MasterCard)

Check enclosed

Make check payable to: Minot Board of REALTORS®

Account Name _____

Account Number _____

Exp. Date _____

Signature _____