

CRS 200: BUSINESS PLANNING & MARKETING



The *Business Planning & Marketing for the Residential Specialist Course (CRS 200)* will help you create a strong business that will withstand any market condition—while making a profit.

- **Develop a business plan** to focus your business and start making educated financial decisions
- **Determine financial goals** to create a budget and increase your profits to last through retirement
- **Create a marketing plan** that works with your objectives to get your listings sold
- **Identify action plans** to implement that will work for you to achieve long-term personal and professional goals

Sponsored by:



Council of Residential Specialists
MARYLAND/DC CHAPTER
The Proven Path To Success

sharron@sharrondorsey.com
410-575-5053
www.mddccrs.com

October 11 & 12, 2011

Tuesday & Wednesday
8:30am to 5:00pm

COURSE LOCATION:

Maryland Association of REALTORS®
200 Harry S Truman Pkwy
Annapolis, MD 21401
800-638-6425 www.mdrealtor.org

REGISTRATION FEE:

Member of National & Local CRS: \$200
Member of National CRS: \$250
Non-Member: \$325*

ABOUT CRS

When you earn the CRS Designation, you become part of a network of more than 33,000 Certified Residential Specialist Designees and Candidates/General Members. To learn more about the Designation and about CRS courses coming to a location near you, visit www.crs.com. **Individuals who take this course will earn 16 Education credits towards the CRS Designation.**

*Please note: You may become a CRS member to save money on your registration fee before you earn your CRS designation. Visit www.crs.com to learn more.



Robert Morris, CRS

A real estate agent, trainer and CRS Senior Instructor, Morris walks the technology talk he teaches. Morris develops, writes and conducts numerous courses for REALTORS®. He teaches all aspects of how to apply technology toward increasing the bottom line for agents.

CRS educators are leading professionals who bring the practical experience to each course, cutting through the hype and offering you real-world solutions. In CRS two-day courses you'll meet other top agents for prime networking opportunities. Find out what works for other pros—and what doesn't, so you're not stuck re-inventing the wheel.

TO REGISTER: Please fill out the below registration information and fax to 443-716-3513 or email to halle.papai@mdrealtor.org or mail to MD/DC CRS Attn: Halle Papai, 200 Harry S Truman Pkwy, Ste 200, Annapolis, MD 21401.

Name _____ Company _____

Address _____ City, State, Zip _____

Phone _____ E-mail _____

Amount Paid: _____ Credit Card (Visa/MC/Amex/Disc) Check enclosed (Make check payable to: MD/DC CRS)

Account Number _____ Exp. Date _____ Signature _____

Cancellation requests must be in writing. The fee for cancellation is \$50.00. NO CANCELLATIONS or REFUNDS AFTER October 4, 2011.

_____ Please check if you have a disability which would require services at the course and attach a description of your needs.

For more information on other CRS Courses or obtaining the CRS Designation, the premier Designation for residential real estate professionals, visit www.crs.com.



Council of Residential Specialists
The Proven Path To Success