

SET YOURSELF APART



Council of Residential Specialists
The Proven Path To Success

CRS ONE DAY COURSE:



7 Things Successful Agents Do Differently: A Proven Business System

Monday
February 19, 2018
8:30 a.m. – 4:30 p.m.

Presented by:
Bismarck Mandan Board of REALTORS®

Course location: Ramada
1400 E Interchange Ave, Bismarck

Registration info: sunne@bmbor.org
Register online at:
www.bmbor.org

Approved for 6 hrs. of C. E.

This course demonstrates those things that successful agents do different from the average agent. It gives specific strategies and marketing systems to move their business to the next stage of success both professionally and financially. Attendees will learn how to organize their real estate career like a business, learn how to leverage their market statistics, learn how to plan for retirement and learn how to implement marketing to make these things happen. Agents of all experience level will find benefit in discovering how to take their business to the next stage of success.

Upon the successful completion of this course, you will be able to:

- Identify the differences in treating a real estate career like a business versus acting like an employee in order to take control of the business decisions, treat all customers and clients consistently, and produce a consistent profit.
- Determine the goals for their business for three, five and fifteen years from the date of the course to develop specific strategic plans that will lead to business success.
- Realize the importance of understanding the local and regional real estate market statistics and their personal statistics in order to better establish goals and develop sales strategies.
- List the five stages and barriers of business growth to give the ability to transition business at the appropriate time.
- Establish a personal, business and marketing budget to guide the real estate business spending plan.
- Recognize the retirement needs of a real estate agent in order to have enough savings.
- Draft a complete marketing plan to properly promote the business for consistent and calculated growth

Individuals who take this course will earn 8 CRS Education course credits toward the CRS Designation.

Contact Bismarck Mandan Board of REALTORS® at
701.255.0712 to register or register online at www.bmbor.org

ABOUT CRS The Council of Residential Specialists is the largest not-for-profit affiliate of the National Association of REALTORS®. We are a professional network of over 31,000 residential real estate professionals, and we provide the industry's best education, resources and networking opportunities. CRS also awards the Certified Residential Specialist® (CRS) Designation to top-producing REALTORS® who have met specific requirements related to experience, transactions and education.



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

REGISTRATION FORM

CRS ONE DAY COURSE:



Zero to 60
Home Sales a Year
(and Beyond)

WHERE: Ramada
1400 E Interchange Ave.. Bismarck
Ballroom

WHEN: February 19, 2018

Name _____
NRDS# _____ License# _____
Company _____
Address _____
City _____ State _____ Zip _____
Phone _____ Fax _____
Email _____

REGISTRATION FEE:

Member \$130 until 2/13/18
\$155 from 2/14/18-2/16/18
\$185 on-site

Non-Member \$175 until 2/13/18
\$225 from 2/14/17 to 2/16/18
\$275 on site

WAYS TO REGISTER:

1. Register online at www.bmbor.org
2. Fill out the above information and mail to:
318 W Apollo Ave., Bismarck, N D 58503

Please call 701-255-0712 for any questions.

CANCELLATION POLICY:

A full refund will be provided for written cancellations received at least one week prior to the class.



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