

PLAN FOR SUCCESS

CRS 200



Business Planning and Marketing



Testimonials on Featured Instructor, Chandra Hall

"Very informative. Chandra does a terrific job with clarifying the complexity of real estate and creating an enjoyable environment in class."

--Chad Siebert, Colorado Springs, CO

"Excellent class. Enjoyed her teaching style- loved her humor; she is very knowledgeable and made information easy to understand."

--Becky Hutchison, Real Estate Broker, Denver, CO



Council of Residential Specialists

The Proven Path To Success

October 6 & 7, 2015
8:30 a.m. – 5 p.m.

Presented by
Bismarck Mandan Board of
REALTORS®

In cooperation with the ND Association of REALTORS®
And Dakota CRS Chapter

Course location:
Baymont Inn and Suites
2611 Old Red Trail, Mandan

Email: heather@bmbor.org
Phone: 701.255.0712

www.bmbor.org

Successful real estate agents know how to run a business. They know how to define their goals, and they possess the business planning, budgeting, and marketing skills to get them where they want to go. After taking this course, you will know how to think like a business owner. You will have the ability to develop a complete business plan with strategies you can implement immediately.

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

- Apply standard business principles to the real estate practice
- Draft vision and mission statements to guide success
- Use situation analysis to assess current status and market conditions
- Develop a budget that will lead to profit
- Develop a marketing plan based on your mission statement and budget goals
- Create a comprehensive one-year action plan

Individuals who take this course will earn 16 CRS Education course credits toward the CRS Designation.

North Dakota Continuing Education Credits: 12 CE Hours

Secure your seat in this class by completing the registration form on the next page and returning it with payment today!

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 30,000 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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The Proven Path To Success



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 200



Business Planning and Marketing

WHERE: Baymont Inn & Suite
2611 Old Red Trail, Mandan

WHEN: October 6 & 7, 2015
8:30 a.m. – 5 p.m. each day

REGISTRATION FEE: REALTOR® Rate: **\$350** (received by Sept. 29) Non-Member: **\$450**
\$400 – Sept. 30 – Oct. 5
\$450 – at the door

*Dakota CRS Chapter members entitled
to a \$25 rebate upon completion of the
course.

Name _____

NRDS# _____ License# _____

Required to submit to CRS

Required to submit to CRS

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Email _____

Method of Payment: ☐ MC ☐ Visa ☐ Disc ☐ AmEx ☐ Check

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Signature: _____ Expiration Date: _____

- WAYS TO REGISTER:**
1. [Register online](#)
 2. Fill out the above information and mail to:
BM BOR, 318 W Apollo Ave., Bismarck,
ND 58503
 3. Fax to 701-223-8746

CANCELLATION POLICY: Full refund less \$25
processing fee if written cancellation received by
Sept. 29; 50% refund less \$25 fee if cancellation
received by October 2. No refunds after October 2.

Please call 701.255.0712 for any questions.



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