



# Earn your CRB in 3-2-1

The Certified Real Estate Brokerage Manager (CRB) designation program has been updated and has brand new courses to enhance productivity from your agents and profitability for your company. It's time for you to step up your game. Get your CRB!

## CRB Education ELECTIVES

# 3

courses must be completed

You choose the curriculum topics that best meet your individual professional development needs.

CRB Curriculum (any 3)

Curriculum in Development for launch in first quarter of 2017. Working titles include:

- Managing the Generations
- Office Policies
- Business Models / Compensation Plans
- Recruiting
- Sales Leadership
- Profitability
- Business Planning
- Risk Management

Our flexible delivery model means you can access CRB education where, when and how you want it.

**Classroom > Online > Webinar**

No more waiting year after year to finish your education requirement to obtain your CRB. Take all 3 courses this year and you're done with the CRB education credits and your elective CE credits for this biennium! (6 elective CE for each course.)

**September 25, 2018**

**"Building a Business Plan that Gets Results"**

**September 26, 2018**

**"Creating a Profitable Real Estate Company"**

**September 27, 2018**

**"The Firm Rules - Policies to Mitigate Risk"**

8:00 a.m. Check-in,

8:30 a.m. - 5:00 p.m. Course

Hale Koa Hotel, Lualaba Ballrooms

*Course registration on the back side of this flier.*

Register online at: [HawaiiREBI.com](http://HawaiiREBI.com)

Register by phone: (808) 733-7060

Approved for 6 CE elective credits each course.



## Experience ELECTIVES

# 2

electives must be completed

We recognize that you may have years of real estate experience and/or invested in other professional development opportunities.

Elective Options (any 2)

- 5+ years management experience\*
- Bachelor's Degree in any major
- Any of the following NAR credentials: (Verified in NRDS)
  - ABR     ALC     ARM     CCIM
  - CIPS     CPM     CRS     GRI
  - PMN     RENE     SIOR     SRS
- Additional CRB Course beyond 3 required
- Additional CRB Course beyond 3 required

\*Qualifying real estate management experience includes managing an office, team, or personal assistant. (Review the "Rules & Regulations" for more information.)

## Application DESIGNATION

# 1

application for designation

The final step toward designation is the Application and Management Resume

CRB Application

- Complete the Application
  - Contact information, Pledge & NRDS number
- Management Resume
  - Include at least one (1) year of qualifying management experience (and any additional years if applying the "Experience Elective")
  - Template available on [rebinstitute.com](http://rebinstitute.com)
- Submit the Application and Resume with the one-time Designation Fee of \$150 USD.

You will be awarded the CRB designation after the Application has been reviewed and all elective and experience requirements verified.

## CRB Courses

**Complete all your CRB education & CE elective credits in 3 days!**

Register online at: [www.HawaiiREBI.com](http://www.HawaiiREBI.com)

**Registration deadline: September 17, 2018**

**Location: Hale Koa Hotel, Lualaba Rooms**

**Time: 8:00 a.m. check-in, 8:30 a.m. - 5:00 p.m. Course**

Course Fees	Course Title & Date
<input type="checkbox"/> \$200.00 <input type="checkbox"/> \$189.00 REBI Chapter Member	Building a Business Plan that Gets Results September 25, 2018
<input type="checkbox"/> \$200.00 <input type="checkbox"/> \$189.00 REBI Chapter Member	Creating a Profitable Company September 26, 2018
<input type="checkbox"/> \$200.00 <input type="checkbox"/> \$189.00 REBI Chapter Member	The Firm Rules - Policies to Mitigate Risk September 27, 2018
<input type="checkbox"/> \$550.00 <input type="checkbox"/> \$515.00 REBI Chapter Member	All 3 courses (Take all 3 courses and save!)
<input type="checkbox"/> Add \$10/course	Continuing Education processing fee (6 elective CE/course)

Total: \$ \_\_\_\_\_  Call me for credit card payment information.

Checks should be made payable to: Hawaii Association of REALTORS

Mail to: HAR, 1259 A'ala St., #300, Honolulu, HI, 96817

Registrations include continental breakfast & networking luncheon.

Register online at: [HawaiiREBI.com](http://HawaiiREBI.com) or call #(808) 733-7060

**Cancellation policy:** Cancellations received in writing by September 17th will receive a 90% refund. There will be no refunds if cancellation is received after September 17th. A \$30 fee will be assessed for returned checks.



### Student Information:

Name: \_\_\_\_\_ Name for badge: \_\_\_\_\_

Company: \_\_\_\_\_ Phone: \_\_\_\_\_

Company Address: \_\_\_\_\_  
Street No. Apt. # City State Zip

Email: \_\_\_\_\_ NRDS# \_\_\_\_\_

Real Estate License # \_\_\_\_\_  I require vegetarian meals.

Hawaii Association of REALTORS®  
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 Email: [CRB@hawaii Realtors.com](mailto:CRB@hawaii Realtors.com)  
 1259 A'ala Street, #300, Honolulu, HI, 96817

**For information on CRB:**  
[www.REBIInstitute.com](http://www.REBIInstitute.com)  
[www.Hawaii.REBI.com](http://www.Hawaii.REBI.com)  
 Facebook: Hawaii REBI



### Instructor, Darren Kittleson

Darren Kittleson is a multiple real estate brokerage owner and multiple market center Operating Principle in Wisconsin. He is a past President of the Council of Real Estate Brokerage Manager (CRB), certified CRB, Real Estate Negotiations Expert (RENE) and Seller Representative Specialist (SRS) trainer. He is recognized as an outstanding trainer, MAPS coach and ambassador at the highest level for Keller Williams University International Master Faculty. He is a founding member of the Siebold Success Network, an international group of keynote speakers, trainers and coaches. His training and development programs in building a great real estate business consistently receive high marks!

Mahalo to our Sponsor



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