



2019 CRS Courses

It's time to get serious and get your CRS!

Certified Residential Specialist (CRS) members represent the top 3 percent of all REALTORS® in the country. With 33,000 members you are immediately connected to a professional network of top producers for best-in-class education, networking, valuable referrals and more.

When you join ranks with the most accomplished agents and brokers in the U.S., you gain the credentials and advanced professional knowledge that commands the trust and attention of you clients and peers. You will set yourself on the path to earning the most prestigious designation in real estate.

Effective Buyer Sales Strategies

March 20-21, 2019

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

Hale Koa Hotel, Waikiki Ballroom

Instructor: Lee Barrett

2055 Kalia Rd., Honolulu, HI 96815



Top sales associates enjoy a competitive advantage because they understand what motivates and influences their customers. Sales Strategies gives students the inside track to win over prospective buyers by teaching them the necessary strategies that make their sales quick and efficient. Students will learn how to work with today's new buyer through counseling, salesmanship and negotiation. These effective strategies will give agents customers for life.

Business Planning and Marketing for the Residential Specialist

July 31 - August 1, 2019

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

Hale Koa Hotel, Waikiki Ballroom

Instructor: Chandra Hall

2055 Kalia Rd., Honolulu, HI 96815



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

Tuition: \$350/class (see back side of this flier for designee audit prices and specials.

For more information call: (808) 733-7060





2019 Hawaii CRS Courses

Registration Form

Register online at: www.HawaiiREALTORS.com (click on "Upcoming Events")

Register me for:

Registration Deadline: 7 business days prior to course.

- \$350.00 Effective Buyer Sales Strategies
- \$270.00 CRS AUDIT SPECIAL
March 20-21, 2019, 8:00 a.m. - 5:00 p.m., Hale Koa Hotel, Waikiki Ballroom
- \$350.00 Business Planning and Marketing for the Residential Specialist
- \$270.00 CRS AUDIT SPECIAL
July 31 to Aug. 1, 2019, 8:00 a.m. - 5:00 p.m., Hale Koa Hotel, Waikiki Ballroom.
- \$600.00 Effective Buyer Sales Strategies & Business Planning (**Save \$100** - You must register for both courses **at the same time** in order to receive the savings.)

Total: \$ _____

Call me for credit card payment information.

Student Information (please complete):

Name: _____ Name for badge: _____

Company: _____ Phone: _____

Company Address: _____
Street No. *Apt. #*

_____ _____
City *State* *Zip*

Email: _____

NRDS# _____ Real Estate License # _____

I require vegetarian meals.

Cancellation Policy: *Cancellations received 7 business days prior to the course will receive a 90% refund of your paid tuition. No cancellations after the deadline. Deadlines are: Sale Strategies - 3/11/19 , Business Planning - 7/22/19.*

Hawaii Association of REALTORS®
(808) 733-7060 • Fax (808) 737-4977
Email: CRS@hawaii Realtors.com

For information on CRS:
www.CRS.com
<https://crs.com//local-rrc/hawaii>
Facebook: HawaiiCRS

