

# Succession Planning: Building, Valuing, and Selling Your Business

## CRS one-day course

Friday, August 2, 2019  
8:00 a.m. - 5:00 p.m.

Aqua Kauai Beach Resort, Orchid Room  
(4331 Kauai Beach Drive, Lihue)

Tuition: \$199.00

Good for 8 CRS credits and 6 CE elective credits. (CE pending.)



Creating strong business and succession/retirement plans requires a careful analysis of the market, valuation of your business, the ability to select appropriate selling strategies, and building a long-term referral stream. This course is designed around these key concepts using a process-oriented sequence to move learners through each stage of plan development.

After completing this course, learners will be able to:

- Describe the key factors of the current realty market
- Articulate self-needs for a comfortable retirement
- Evaluate the gap between current position and future financial needs
- Describe methods for maximizing value in their database
- Evaluate methods for leveraging their database to achieve financial needs
- Create a succession plan for replacing your position as rainmaker
- Create a plan for building a business team
- Develop a business plan that accounts for each phase of your business process, and more!



Certified  
Residential Specialist  
The Proven Path To Success



**Chandra Hall, CRS**, is a third generation REALTOR® who became licensed in 1997. As a Certified CRS Instructor, Hall has been teaching agents how to build better businesses and lives all over the nation since 2007. Her mission is to be a facilitator of awareness and change in the real estate education realm by providing top insights and guidance to real estate licensees who are committed to be at the top of their game both professionally and personally. This is Chandra's first time to the island of Kauai and is excited to travel all the way from Colorado Springs to teach this course.

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# CRS Succession Planning: Building, Valuing, and Selling Your Business

Chandra Hall, Instructor



Certified  
Residential Specialist

**Friday, August 2, 2019**  
**8:00 a.m. - 5:00 p.m.**  
**Aqua Kauai Beach Resort, Orchid Room**  
(4331 Kauai Beach Drive, Lihue)

Register by phone: (808) 733-7060  
Fax: (808) 737-4977  
CRS@hawaiiirealtors.com  
Hawaii Association of REALTORS  
1259 A'ala Street, #300, Honolulu, HI 96817

**Registration & Cancellation Deadline: July 25, 2019**

Name: \_\_\_\_\_ Designations: \_\_\_\_\_

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

Co. Address: \_\_\_\_\_  
*Street Suite# State Zip*

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

NRDS# \_\_\_\_\_ Real Estate License # \_\_\_\_\_  
Continuing education credits processed by CE provider, the Residential Real Estate Council.

**Tuition Fee: \$199.00**

Payments will be processed by the Hawaii Association of REALTORS®

Check enclosed (Payable to Hawaii Assoc. of REALTORS)

Please call me - paying by credit card.

**Registration includes: course, continental breakfast, lunch, afternoon break snack, continuing education credits (6 electives), and 8 CRS credits.**

Note: Registrations received after the 7/25/19 deadline will be taken on space availability. Partial refunds will be given for cancellations received by 7/25/19. No refunds after the deadline.



About RRC: The Residential Real Estate Council (RRC) 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. RRC also awards the Certified Residential Specialist® (CRS) Designation to top-producing REALTORS® who have met specific requirements related to experience, transactions and education. Visit [www.CRS.com](http://www.CRS.com) for more information about CRS.