

# Business Planning and Marketing for the Residential Specialist

CRS 200

July 31 - Aug. 1, 2019

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

Hale Koa Hotel, Waikiki Ballroom

2055 Kalia Rd., Honolulu, HI 96815

This course provides 16 credits towards the CRS designation **AND** 15 CE elective credits for the State of Hawaii.

Tuition: \$350.00 • CRS Designees: \$270.00



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.



## Chandra Hall, Instructor

Chandra is a third generation REALTOR® who became licensed in 1997. As a Certified CRS Instructor, she has been teaching agents how to build better businesses and lives all over the nation since 2007. She has a Bachelor of Science Degree in International Business and in 1993 earned her Masters Degree in Business Administration. She serves buyers and sellers in residential resale as well as land development and building new homes in Colorado Springs, CO. Chandra rates off the charts in her CRS course presentations and this is her 3<sup>rd</sup> time to Hawaii. Don't miss seeing Chandra in July!

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# Business Planning and Marketing for the Residential Specialist

## Registration Form

Register online at: [www.HawaiiREALTORS.com](http://www.HawaiiREALTORS.com) (click on "Upcoming Events")

**Register me for:**

**Registration Deadline: July 22, 2019**

- \$350.00 Business Planning and Marketing for the Residential Specialist
- \$270.00 CRS AUDIT SPECIAL (CRS Designees only)

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

Registrations include continental breakfast & networking lunch. Hawaii CE credits (15 electives) are processed by the Residential Real Estate Council.

### 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 7/22/19 deadline.*

Hawaii Association of REALTORS®  
(808) 733-7060 • Fax (808) 737-4977  
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1259 A'ala Street, #300, Honolulu, HI, 96817

### For information on CRS:

[www.CRS.com](http://www.CRS.com)  
<https://crs.com//local-rrc/hawaii>  
Facebook: HawaiiCRS

