



The Certified Real Estate Brokerage Manager (CRB) designation is for anyone who is a team leader, sales manager, office manager, training/personnel manager, financial manager, administrative manager, franchise or regional manager, then this is for you! You do not have to have your broker's license to get your CRB.

Take all 3 courses and you'll complete the education requirement for the CRB designation.

#### April 20 & 21, 2021

## "Managing a Multi-Generational Business"

For the first time in modern history, 4 generations — Traditionalists, Baby Boomers, Generation X, and Millennials — are working side by side and presenting new challenges for managers and their employees in the workplace. A definite lack of awareness exists among these four distinct generations. Typically, those of each generation feel they know best, better than those who came earlier, and certainly much better than the new kids on the block. This leads to management challenges and productivity issues. This Course will help you bridge the generational gaps, building awareness that will lead to better hires, happier employees, stronger teams, and a healthier office / company. It helps participants understand what makes each generation unique, and how each adds its own perspective and value to the workplace.

## July 7 & 8, 2021

#### "Performance Leadership - Coach, Manage & Mentor"

Today's managers must deal with a myriad of leadership challenges, such as recruiting, managing turnover, training and mentoring; in addition to running a successful and profitable business. To succeed, you must develop and implement a leadership strategy that addresses these challenges and has the flexibility to adapt to different personalities and different situations..

## August 25 & 26, 2021

#### "Recruiting for Success: Creating a Vibrant Real Estate Organization"

This course was created to help brokers, owners, and managers understand how important recruiting is to having a successful real estate office or company. At the end of this course you will have the tools necessary to implement a strategy to become an active and successful recruiter. You will also understand the importance of retention, or "re-recruiting" your current agents. And you will have a great understanding of the importance of "de-hiring" those agents who should not be a part of your organization.

8:00 a.m. Check-in, 8:30 a.m. - 12:30 p.m. Course Virtual on Zoom Course registration on page 2 of this flier.

Register online at: Hawaiirealtors.com Register by phone: (808) 733-7060 CE pending for each course.

#### **CRB** requirements:

- Obtain active membership with the National Association of REALTORS®;
- Complete 3 CRB Education course;
- Complete experience electives;
- Have at least 1 year of management experience;
- · Submit a management resume; and
- Submit designation application.

For more information, go to: www.REBInstitute.com



## **CRB Courses**

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

Register online at: www.HawaiiREALTORS.com

Registration deadline: 7 business days prior to course. Time: 8:00 a.m. check-in, 8:30 a.m. - 12:30 p.m. Course - Virtual on Zoom

Course Fees		Course Title & Date			
	\$250.00	Managing a Multi-G April 20 & 21, 2021	Generational	erational Business	
	\$200.00 REBI Chapter Member				
	\$250.00	Performance Leadership - Coach, Manager & Mentor July 7 & 8, 2021			
	\$200.00 REBI Chapter Member	July 7 & 0, 2021			
	\$250.00	Recruiting for Success: Creating a Vibrant Real Estate Organization Aug. 25 & 26, 2021			
	\$200.00 REBI Chapter Member				
	\$550.00	All 3 courses and SAVE!			
	\$500.00 REBI Chapter Member				
	I would like to receive CE.	CE pending, Hawaii students only.			
Register online at: HawaiiREALTORS.com or call #(808) 733-7060  Cancellation policy: Cancellations received in writing 7 business days prior the course will receive a 90% refund. There will be no refunds if cancellation is received after the deadline dates.  Student Information:					
Na	ame: Name for badge:				
Со	mpany:	Phone:			
Co	mpany Address:				
	mpany Address:	Apt. #	City	State	Zip
Email:					
Real Estate License #					
Hawaii REALTORS <sup>®</sup> (808) 733-7060 • Fax (808) 737-4977 Email: CRB@hawaiirealtors.com 1259 A'ala Street, #300, Honolulu, HI, 96817			For information on CRB: www.REBInstitute.com www.Hawaii.REBI.com Facebook: Hawaii REBI		

# Instructor, Robert Morris Jr., B.S., A.A.S., Broker

e-Pro, ABR, ABRM, AHWD, BPOR, CRB, C-RETS, GRI, LTG, PMN, PSA, MRP, RENE, SFR, SRES, SRS, ITI Advanced Training Seminars, Murfreesboro, Tennessee

Robert Morris graduated from Middle Tennessee State University with a Bachelor of Science in Biology and an Associate Degree in Mid-Management Technology from State Technical Institute at Memphis. Robert entered the real estate field in 1985 and has been actively involved in real estate sales and training since that time. He is currently a selling broker with Parks Realty, LLC, located in Smyrna, Tennessee, where he actively lists and sells real estate with team, TeamMorris. Robert was honored with the 2000 Realtor® of the Year award at one of his local associations as well as Tennessee Realtor® Educator of the year in 1995. He has been elected to serve on his local association's Board of Directors for 2018-2020 and is currently serving as President.

Mahalo to our sponsors:

