

Be empowered!



Earn your CRB...

Certified Real Estate Brokerage Manager



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: Hawaiiirealtors.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

