

Approved for 6 hours Continuing Education in North Dakota and Minnesota.

Individuals who take this course will earn 7 Elective credits towards the CRS Designation.

ABOUT CRS

With the CRS Designation, you become part of a network of more than 33,000 Certified Residential Specialist Designees and Candidates/General Members. To learn more about the Designation and about CRS courses coming to you, visit WWW.CRS.COM.

This CRS course earns you credit toward the industry's premier designation in residential real estate.



The first word in *ED*ucation

Ed Hatch is a Certified Instructor for the Council of Residential Specialists.

Recognized as a dynamic and inspirational educator, Ed has motivated REALTORS® throughout the U.S., Brazil, Canada, Malaysia, New Zealand, Singapore, South Africa, Sweden, and the United Kingdom.

He has been a featured speaker at the last twenty consecutive National Association of REALTORS® Conventions and at ten CRS Sell-a-Bration® conferences.

Fargo Moorhead Area Association of REALTORS®
813 N University Dr
Fargo, ND 58102

CRS:

Exclusively By Referral
THE PROGRAM

October 1, 2014
9:00am – 4:00pm

Presented by:

Fargo Moorhead Area
Association of REALTORS®



and

North Dakota Association of
REALTORS®

Course location:

Hilton Garden Inn - Fargo
4351 17th Ave S.
Fargo, ND 58103
701-499-6000



Council of Residential Specialists

The Proven Path To Success



Council of Residential Specialists
The Proven Path To Success

CRS: *Exclusively By Referral THE PROgram*

Description: This program is unlike any other program you have attended. It is not a listen and learn program ... it is a listen and DO program. It includes not only the 5 Basic Principles for creating a successful repeat and referral business, but also, a step-by-step ... month-by-month implementation of those principles in the form of specific strategies, techniques, and dialogues. This is a self-administered "coaching program" that will guide you to a more FOCUSED ... PROACTIVE ... PURPOSEFUL ... ENJOYABLE ... and SUCCESSFUL REFERRAL BUSINESS.

Goal: The participants will leave this seminar with not only a complete understanding of the 5 Principles of a successful repeat and referral business model, but also, a specific 12 step "self coaching" program implementing of those steps over a 12 month period.

For more info go to www.crs.com

Students will:

- 1.) Understand the changes required in their present business practices to accomplish a more proactive and productive referral based business
- 2.) Determine personal benefits to them for making the transition
- 3.) Understand the 5 Basic Principles of any successful customer-centric referral based business
- 4.) Will leave with a specific "self coaching" program to implement step-by-step over a 12 month period leading to a proactive, purposeful, and successful referral business

A block of sleeping rooms is being held at the Hilton Garden Inn. Call 701-499-6000. Mention that you are with the REALTOR® group when making your reservation. The block will be released September 15, 2014.

REFUND POLICY- Any refunds for registrations paid with credit card will incur a \$10 fee. Full refund may be returned only if notice of cancellation is submitted in writing to FMAAR five days prior to classes. Refund of half the fee will be returned upon receipt of written cancellation no later that two days prior to classes. NO REFUNDS OR CREDITS THEREAFTER. Any refunds will be mailed immediately following the seminar.



If you plan on attending the classes and will need assistance relating to a disability, contact the FMAAR Office at 701-235-6679.

Exclusively By Referral THE PROgram

WHERE: Hilton Garden Inn
4351 17th Ave S, Fargo, ND 58103

WHEN: October 1, 2014
9:00am - 4:00pm

Name _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____

E-mail _____

State of Residence _____

License number _____

REGISTRATION FEES:

REALTOR® Members	On or before Sept 15	Sept 15 or Later
6 hours CE in ND & MN	<input type="checkbox"/> \$150	<input type="checkbox"/> \$175

Non-REALTOR® Members	On or before Sept 15	Sept 15 or Later
6 hours CE in ND & MN	<input type="checkbox"/> \$225	<input type="checkbox"/> \$250

Total Amount Due: \$ _____

Visa MasterCard Discover

Acct #

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Exp. Date _____ Signature _____

Check enclosed payable to: FMAAR

Bill firm: FMAAR members only

TO REGISTER:

Mail: Fargo Moorhead Area Association of REALTORS®
813 N University Drive
Fargo, ND 58102

Fax: 701-232-1831

Email: patti@fmrealtor.com

Questions: 701-235-6679