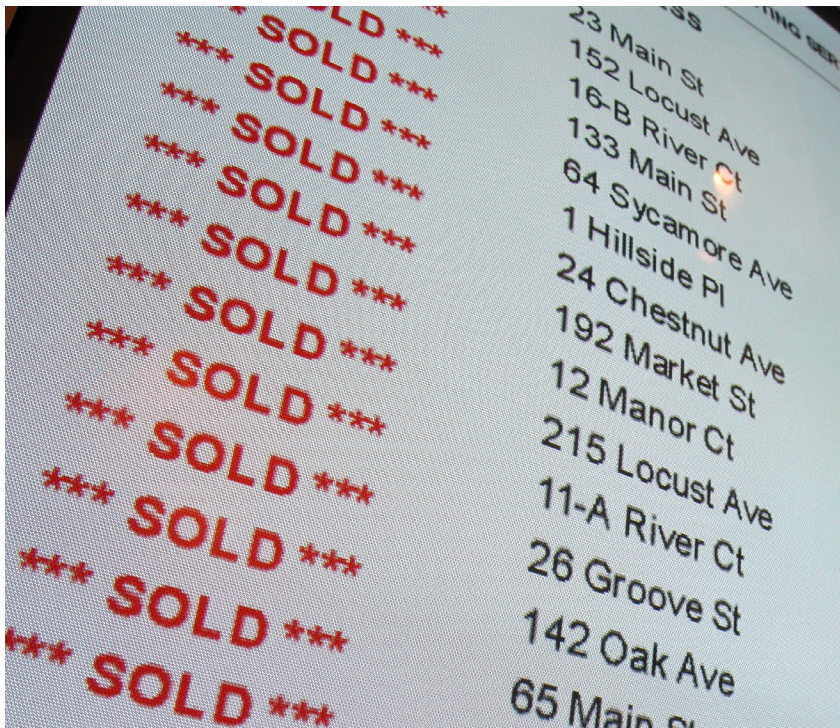


Certified Residential Specialist Designation CRS 200 - Business Planning and Marketing



**Wednesday & Thursday
April 25-26, 2012
8am to 5pm at SMDRA**

**Instructor
Chandra Hall**



\$275 SMDRA / \$295 All Others

(CRS Members must register with SMDRA registration form to get discount – go to www.smdra.com/Education-calendar to get form)
NO CE (for license renewal) / CRS Credit 16 hrs

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 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.

Course Content:

- Business plan development
- Prospecting techniques
- Budgeting and cost analysis
- Personal promotion techniques

Required for CRS 200: standard calculator

Course Topics:

- Business Planning
- Budgeting
- Marketing
- Goal Setting

Refreshments provided by
SMDRA Affiliate Member
Lea Ann Brown
Heritage Title Company

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Title Company
Making Transactions Personal

Commonwealth
LAND TITLE INSURANCE COMPANY

