

**Thursday & Friday
August 6 & 7
8:30 am - 5:00 pm**

CRS 200

Business Planning & Marketing for Residential Specialists

A strong foundation is the key to building a successful real estate career. The *Business Planning and Marketing* course helps students learn the fundamentals of business planning. After taking this course, they will be able to identify the benefits of a business plan, develop income goals using the budgeting process, and create a marketing plan to meet their goals and objectives. These business essentials will generate increased profit and productivity.



Instructor: Chuck Bode

Agents taking this course will learn:

- Business Planning
- Budgeting
- Marketing
- Goal Setting

Don't miss this great opportunity to earn more money!

CRS Designees earn a median income of \$110,000, nearly three times the \$37,300 median income of REALTORS® serving as sales associates, and have an average of 26 transactions per year with gross sales of \$4 million annually.



~ Register Early and Save ~

\$275 for State Chapter Members/\$325 non-members before July 23~

Increases to \$300 members/\$375 non-members after July 23

This two-day course will be held at the Reece & Nichols Training Center, 4370 West 109th St., STE 350, Overland Park, KS 66211

Name _____

License # _____

Company _____

Address _____

City, State, Zip _____

Email: _____

Work# _____ Cell# _____

Missouri CRS Chapter Member? _____ Yes _____ No

Payment Information:

_____ Amount of Payment

_____ Check Enclosed (Payable to CRS)

_____ Credit Card (Circle One)

Mastercard Visa Discover

Name on Credit Card: _____

Credit Card #: _____

Expiration: _____

Security Code: _____

Cancellation Policy: Up to 14 days prior to course: Full Refund
Less than 14 days prior: \$40 retained
After 5:00pm on business day before or no show: No Refund

Return Registration Form to: Sherri Baumeister, Missouri
Assn of REALTORS®, PO Box 1327, Columbia, MO 65205-1327
Or Fax to: 573-445-7865

Questions: Mike McCaffree(mike@mccaffree.com) or
417-667-3311

Deadline for registration is Monday, July 29, 2009

Sponsored by: Missouri CRS Chapter

**Contact Mike McCaffree at 417-667-3311*

to join the State Chapter

and receive the Member discount