

# CRS 202: SALES STRATEGIES



The *Sales Strategies for the Residential Specialist* Course (CRS 202) will help you tap into the motivations and concerns of today's qualified home buyers—and help them achieve home ownership.

Sponsored by:  
Grand Island Board of  
REALTORS  
Email: [giboard@kdsi.net](mailto:giboard@kdsi.net)

- Access scripts to identify qualified buyers *and get them in the car*
- Identify today's buyers *and get them off the fence*
- Learn to communicate with your clients *and create trust and loyalty from buyers*
- Get ideas for your buyer packet *that you will want to use*



Council of Residential Specialists  
**NEBRASKA CHAPTER**  
The Proven Path To Success

Nebraska CRS Chapter  
[www.NECRS.com](http://www.NECRS.com)  
800/777-5231

**\$10.00 CRS Discount**  
**\$10.00 EarlyBird Discount**

February 8 & 9, 2012  
8:00 am-4:30 pm  
Howard Johnson Hotel

3333 Ramada Inn  
Grand Island, NE

\$200.00 for 2 Day

## DISCOUNTS

**\$10.00 CRS Discount**

**\$10.00 EARLY BIRD** (2/1/12)

### ABOUT CRS

When you earn 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 a location near you, visit [www.crs.com](http://www.crs.com). Individuals who take this course will earn 16 Education credits towards the CRS Designation AND 3 Hours of CE credit

CRS educators are leading professionals who bring the practical experience to each course, cutting through the hype and offering you real-world solutions. In CRS two-day courses you'll meet other top agents for prime networking opportunities. Find out what works for other pros—and what doesn't, so you're not stuck re-inventing the wheel.



Chuck Bode, CRS

REALTOR® Chuck Bode sold 54 units his first year in real estate without a computer or a personal assistant! This former high school teacher and coach has a rare blend of humor, real world experience and passion for the real estate industry.

**TO REGISTER:** Please fill out the below registration information and fax to 402/323-6501 or email to [Christie@NebraskaRealtors.com](mailto:Christie@NebraskaRealtors.com). REGISTER ONLINE AT [WWW.NECRS.COM](http://www.NECRS.COM). Please call 800/777-5231 for any questions. **Cancellations made before February 1<sup>st</sup> will be reimbursed fully with a \$20.00 cancellation fee. Cancellations made after that day will be reimbursed 50%. If course is cancelled full reimbursement will be made.**

Name \_\_\_\_\_ Company \_\_\_\_\_

License# \_\_\_\_\_ NRDS# \_\_\_\_\_

Address \_\_\_\_\_ City, State, Zip \_\_\_\_\_

Phone \_\_\_\_\_ E-mail \_\_\_\_\_

Please indicate preferred method of payment:

Credit Card ( Visa or  MasterCard)

Check enclosed (*Make check payable to:* Nebraska CRS Chapter)

Account Number

Exp. Date

Signature

For more information on other CRS Courses or obtaining the CRS Designation, the premier Designation for residential real estate professionals, visit [www.crs.com](http://www.crs.com).



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