

CRS 210



The Proven Path
TO SUCCESS

BUILDING AN EXCEPTIONAL CUSTOMER SERVICE REFERRAL BUSINESS

12 Iowa CE Hours

October 25 - 26, 2010



Holiday Inn (next to Ameristar)
2202 River Road, Council Bluffs, IA
9:00 AM-5:00 PM (Doors open at 8:30)

FOR HOTEL ACCOMMODATIONS call the Holiday Inn Ameristar at 712/322-5050. Mention you are with the Nebraska REALTORS® for a discount rate of \$92.00 plus tax per night.

BUILDING AN EXCEPTIONAL CUSTOMER SERVICE REFERRAL BUSINESS

The Referral Course (CRS 210) will help you refocus your business plan. Through this CRS two day course you will learn how to capitalize on one of the strongest tools at your disposal - your existing, and satisfied customers.

- ✓ *Learn to grow a referral business and increase commissions from the people you already know.*
- ✓ *Establish dialogues and strategies for building a referral database and effectively grow a referral business.*
- ✓ *Incorporate social networking into your strategy and make it fun again.*

The Referral Course (CRS 210) earns you 12 hours of CE credit and two units of credit toward the Certified Residential Specialist Designation, the premier Designation for residential real estate agents.



Instructor:

Chuck Bode, CRS

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. As a CRS Senior Instructor, he has delivered educational programs in all 50 states, plus several foreign countries. He has been a featured speaker at many state conventions, NAR's National Convention and private company programs. Bode willingly shares his ideas, techniques, scripts and dialogues with his students.

Deadline to Register October 19th, 2010

- \$285 for REALTORS®
- \$225 for WCR & Nebraska CRS Designees

Registration price
includes Networking
Lunch BOTH days!

Enclosed is my check/money order for CRS 210 in the amount of \$_____ made payable to Nebraska CRS Chapter

OR Charge my: Visa MasterCard Discover Card Number: _____

Exp. Date: _____ Signature: _____

Name: _____ License Number _____

Firm Name: _____ Phone: _____

Address: _____

City: _____ State: _____ Zip: _____ E-Mail: _____

MAIL: 800 South 13th Street, Suite #200, Lincoln, NE 68508 FAX: 402-323-6501 PHONE: 402-323-6500 or 1-800-777-5231

ONLINE at www.NebraskaRealEstateEducation.com

CANCELLATION POLICY: No refunds given after October 20th.

Ask for a REALTOR® who has taken the extra step... ASK FOR A CRS!