

SET YOURSELF APART



CRS ONE DAY COURSE:



7 Things Successful Agents Do Differently: A Proven Business System

Texas CE Credit: 8 Hours
RRC Credit: 8 Hours

TREC Course Provider: 0001
TREC Course #: 31665

April 11, 2018
8:30am-5:30pm

Presented by
Texas RRC

Course location:
San Angelo Association
1902 Pecos St.
San Angelo, TX 76901

suetrautner@gmail.com
210-363-9282
Texas.crs.com

This course demonstrates those things that successful agents do different from the average agent. It gives specific strategies and marketing systems to move their business to the next stage of success both professionally and financially. Attendees will learn how to organize their real estate career like a business, learn how to leverage their market statistics, learn how to plan for retirement and learn how to implement marketing to make these things happen. Agents of all experience level will find benefit in discovering how to take their business to the next stage of success.

Upon the successful completion of this course, you will be able to:

- Identify the differences in treating a real estate career like a business versus acting like an employee in order to take control of the business decisions, treat all customers and clients consistently, and produce a consistent profit.
- Determine the goals for their business for three, five and fifteen years from the date of the course to develop specific strategic plans that will lead to business success.
- Realize the importance of understanding the local and regional real estate market statistics and their personal statistics in order to better establish goals and develop sales strategies.
- List the five stages and barriers of business growth to give the ability to transition business at the appropriate time.
- Establish a personal, business and marketing budget to guide the real estate business spending plan.
- Recognize the retirement needs of a real estate agent in order to have enough savings.
- Draft a complete marketing plan to properly promote the business for consistent and calculated growth

Individuals who take this course will earn 8 CRS Education course credits toward the CRS Designation. 8 hours Texas CE credit also available. Course # 31665 Provider #0001

ABOUT RRC The Residential Real Estate Council is the largest not-for-profit affiliate of the National Association of REALTORS®. We are a professional network of over 31,000 residential real estate professionals, and we provide the industry's best education, resources and networking opportunities. RRC also awards the Certified Residential Specialist® (CRS) Designation to top-producing REALTORS® who have met specific requirements related to experience, transactions and education.

Contact Sue Trautner to register today at 210-363-9282 or register and pay online at Texas.CRS.com



For more information on other RRC courses or obtaining the CRS Designation, the premier Designation for residential real estate professionals, visit www.crs.com.

REGISTRATION FORM

CRS ONE DAY COURSE:



**7 Things Successful Agents
Do Differently: A Proven
Business System**



**Where: San Angelo Association of REALTORS
1902 Pecos St.
San Angelo, TX 76901**

WHEN: April 11, 2018

ABOUT YOU

Name _____

NRDS# _____ License# _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Email _____

REGISTRATION FEE: RRC Member \$150

Non-RRC Member \$175

WAYS TO REGISTER:

1. Register online at Texas.crs.com
2. Fill out the above information and mail to: **Texas RRC – Finance
13450 Research Blvd #113
Austin, TX 7875**

Please indicate preferred method of payment:

Credit card

Please call **210-363-9282** to complete your registration.

Check enclosed

Make check payable to: CRS

Please call Sue Trautner at 210-363-9282 for any questions.

CANCELLATION POLICY

There will be a \$50 processing fee if NOT cancelled at least 24 hours in advance. No show = no