

# CENTRAL TEXAS CRS CLASS

## 7 THINGS SUCCESSFUL AGENTS DO DIFFERENTLY

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.

### **After attending 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

**Where –San Angelo Association of Realtors**

**1902 Pecos St, San Angelo, TX 76901**

**When- April 11, 2018**

**8:30am - 5:00pm**

**Register**

**<https://crs.com/learn/education-catalog/ViewClass.aspx?ClassID=12811>**

### **Instructor - Lee Barrett**

Lee K. Barrett is a second generation real estate broker and President/Owner of his family owned practice which was established more than 55 years ago. Having over 38 years of real estate experience, Lee is a practicing real estate agent/broker in the Las Vegas market and continues to stay active and keeps his finger on the pulse of Real Estate. During his career, he has been a top listing agent, averaging over 150 listings a year.

Lee teaches with humor and insight into today's market and its complexities. As an instructor, he creates an experience that provides practical applications that can be put to use by his students after leaving his classes. Creating behaviors and attitudes that will earn students more money in today's market, Lee motivates and challenges his students to dream big and achieve their goals.

Lee is very involved in his community. He was recently appointed to the Nevada Real Estate Division as a Real Estate Commissioner. He volunteered as Dean of the Nevada Association of REALTORS® leadership program. Lee has had many prestigious titles throughout the years, serving as the President of the Greater Las Vegas Association of REALTORS®, as well as having been President of the Nevada Easter Seals

**EVERYONE IS WELCOME!**

### **CRS MEMBERS**

\$150

### **NON-MEMBERS**

\$175.00

**BROUGHT TO YOU BY**



**Certified  
Residential Specialist**  
The Proven Path To Success



**Lee Barrett**