

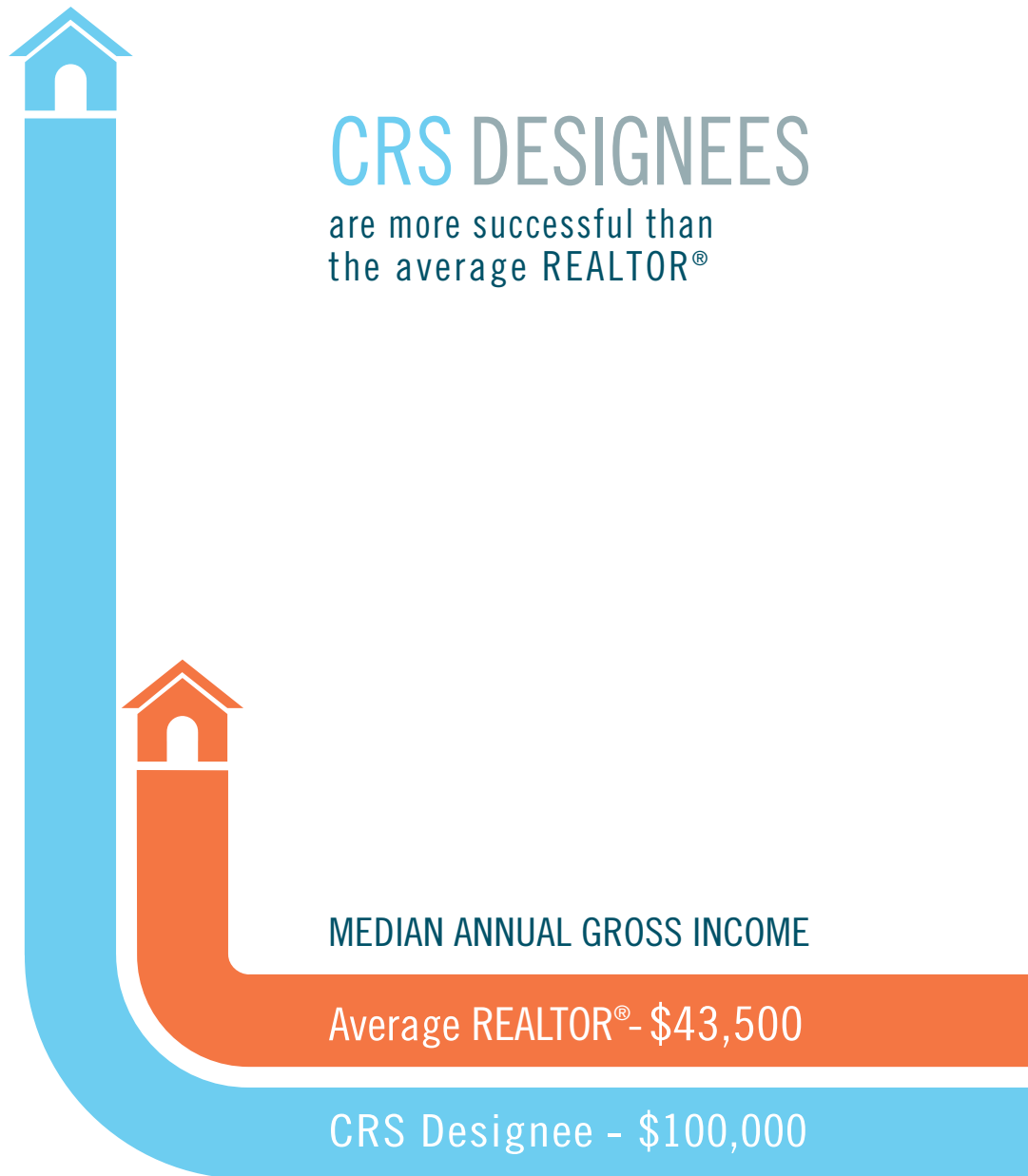


2015CRSGUIDE



Council of Residential Specialists

The Proven Path To Success



SOURCE:
2013 National Association of REALTORS® Member Profile.
2013 Council of Residential Specialists Membership Survey.

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REAL BENEFITS, REAL-TIME RESULTS

You know that the proven path to success is built on accessible, timely education, a vibrant network of professionals, and practical, real world resources that you can use to improve your business. That's what CRS provides – the tools, training and resources to rise to the top and the best practices and strategies to keep you there.

The Council's resources and opportunities can help you discover, adapt and refine innovative solutions for today's market challenges that will **increase your income, boost your reputation and broaden your customer base.**

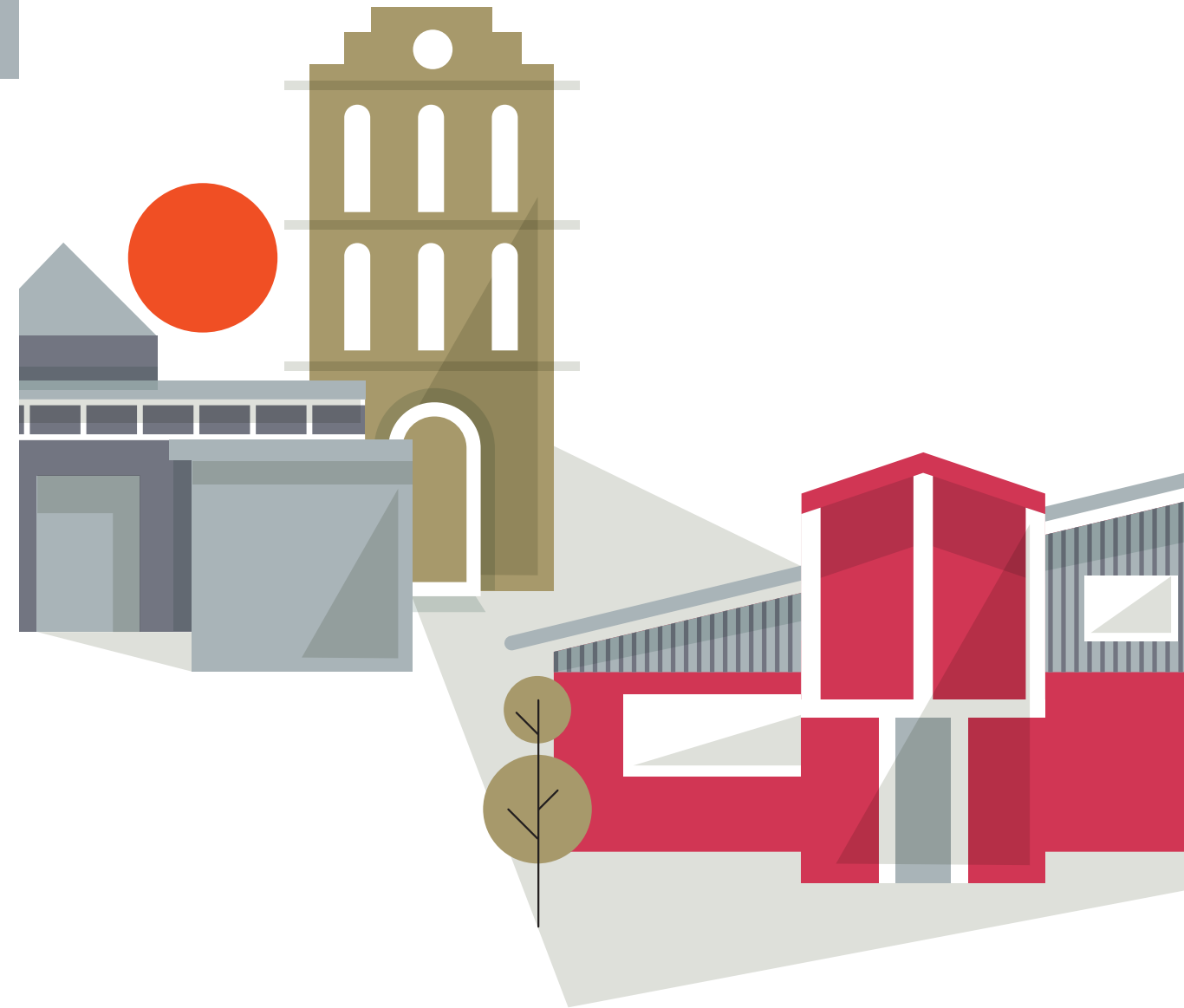
MEMBERSHIP BENEFITS

Take full advantage of your Member Benefits and experience additional advantages with the CRS Designation.

CRS MEMBERS ENJOY A FULL LIST OF BENEFITS INCLUDING:	CRS DESIGNEES RECEIVE ADDITIONAL BENEFITS INCLUDING:
Substantial discounts on best-in-class educational opportunities such as live classroom courses, self-paced eLearning, live and recorded webinars, and events	Recognition as one of top 3% of REALTORS® holding the elite Certified Residential Specialist® Designation
Five FREE Member Benefit Webinars annually	Use of CRS trademark and logo
A complimentary subscription to <i>The Residential Specialist</i> – CRS's award-winning bi-monthly magazine available in both print and interactive online formats	24/7 access to a growing international CRS-to-CRS Referral Network
Local networking and support through CRS Chapters which offer a robust lineup of education, programs and events in your state	Complimentary listing in the CRS Referral Directory (print, online and mobile app)
Unique Inman Select CRS Members Only subscription (NEW for 2015!)	Access to advertising and promotion opportunities exclusively for CRS Designees
Customizable tools and marketing materials to help generate leads and connect with potential clients in your local market	Customizable CRS Designee marketing materials to help you differentiate your business in your market
Access to the CRS Connect weekly newsletter, CRS blog and social networks, and the CRS Reviewed Product Program	
Discount on CRS annual Sell-a-bration® education and networking conference	

NOT A MEMBER YET?

Join online at crs.com/join and gain immediate access to these valuable benefits!



NOT DESIGNATED YET?

CRS awards the Certified Residential Specialist® designation to top-producing REALTORS® like you who have met specific requirements related to experience, transactions and education. As a CRS Designee, you gain access to our thriving referral network and additional benefits that increase the value of your membership. Don't wait. Make 2015 the year you get designated! See which path to designation is right for you on page 12.

CRS CHAPTERS

CRS Chapters are your local connection to the national network of 30,000 CRS members. Join one of our 54 local chapters, and take advantage of the education, support and networking that they offer in your area.

Visit crs.com/about-us/chapters/find-a-chapter to find and join a chapter near you.

CRS EDUCATION

CRS EDUCATION: GUIDING YOU TO SUCCESS

With hundreds of online and in-person education opportunities, CRS has something to offer every agent, in every market, at every stage of your career.

Learn more about our newest offerings and see for yourself what CRS education can do for you.

LIVE CLASSROOM COURSES

CRS's two-day and one-day classroom courses allow you to learn skills in an intensive, hands-on in-person environment, while networking with other real-

estate agents who can be valuable referral sources in the future. Our classroom courses are worth 8-16 hours of CRS Course Credit and are eligible for continuing education credit in many states.



CRS ONE-DAY COURSES (8 HOURS)

New **Converting Leads Into Closings**

Attracting leads is key, but if you don't have effective systems for converting them into closings, you're leaving money on the table. This course highlights both traditional and digital approaches to identifying and closing more customers.

New **Building A Team to Grow Your Business**

To take your business to the next level once you've reached a plateau, you'll need to hire some help. This course offers strategies for delegating and outsourcing tasks to help you focus on activities that make you the most money.

New **Win-Win Negotiation Techniques**

Through highly-interactive role playing activities, you will develop and practice scripts that can prepare you to successfully negotiate with all parties in a transaction, including clients, other agents, and service providers.

Mastering Your Time to Achieve Your Goals

Success involves effectively managing your business so that you can have both profitability and a personal life. This course provides strategies for prioritizing your professional and personal goals, managing your time, and designing a business that financially supports the life you desire.

CRS TWO-DAY COURSES (16 HOURS)

Business Planning and Marketing for the Residential Specialist (CRS 200)

Successful real estate agents know how to run a business. They know how to define their goals and have the business planning, budgeting, and marketing skills to get them where they want to go. Learn how to think and plan your way to becoming a successful business owner.

Listing Strategies for the Residential Specialist (CRS 201)

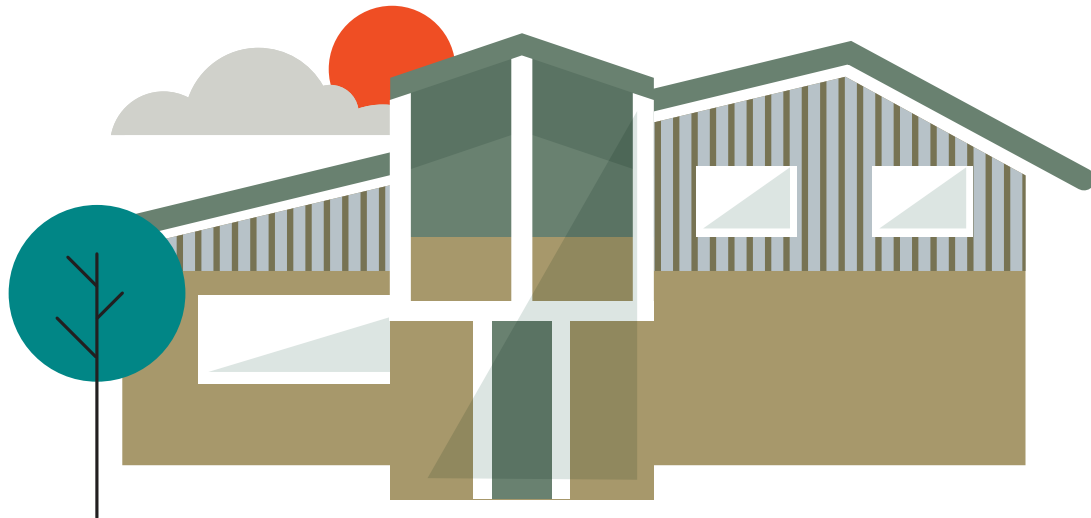
Only those professionals who learn proven listing strategies will win over clients and increase their conversion rates. Learn important strategies for conducting successful listing presentations, pricing a home to sell, closing the transaction and marketing the listing effectively.

Effective Buyer Sales Strategies (CRS 202)

Top sales associates enjoy a competitive advantage because they understand what motivates and influences their customers. Learn how to use counseling, salesmanship and negotiation to work with today's buyers.

Buying and Selling Income Properties (CRS 204)

Agents who want to learn the specific secrets to smart real estate investments can discover them in this course. Learn how to identify the right opportunities in a down or up market, compare real estate with other investments and create additional wealth – for both yourself and your clients.



CRS TWO-DAY COURSES *(continued)*
(16 HOURS)

Financing Solutions to Close the Deal (CRS 205)

Every real estate transaction has tax and financial considerations. Agents can help their clients understand their financial choices regarding the largest purchase many of them will make. The right financial decision can provide peace of mind and save them money, creating customers for life.

Technologies to Advance Your Business (CRS 206)

Analyze the current technology needs of your business and learn to use tools that can help you become more productive, increase profits, and differentiate your business in the marketplace.

Building an Exceptional Customer Service Referral Business (CRS 210)

Learn to refocus your business plan so that it centers on customer service and generating repeat and referral business.

Visit crs.com/livecourses for the most up-to-date course schedule and available continuing education credit.

ELEARNING COURSES

Learn at your own pace, without the travel costs! CRS's eLearning courses provide valuable skills-based education, accessible 24/7. Our eLearning courses are eligible for 2-8 CRS Course Credits and are eligible for continuing education credit in many states. Learn more at crs.com/onlinelearning.

KEEP IT SIMPLE WITH LOW-COST ONLINE MARKETING – 8 CREDITS

The economy has changed and an agent's marketing strategies need to change as well. There are now more ways than ever to market your business, and this course focuses on successful and proven online marketing strategies that don't require a lot of financial resources.

CREATING VALUE FOR YOUR CLIENTS – 8 CREDITS

Learn how to be more valuable to your clients and how to maximize your income. Get started with an annual business plan and expand your listing presentation techniques and negotiating skills. Increase your digital technology knowledge and maximize your profits by creating a repeat business through referrals.

PUTTING TECHNOLOGY TO WORK FOR YOUR CLIENTS – 8 CREDITS

Gain more business by enhancing your website and establishing your online niche. Update your marketing materials and develop strategies for upgrading or purchasing a new product or service. Increase your productivity by looking into new resources such as outsourcing your work, using a virtual assistant or automating your procedures.

NAVIGATING THE SOCIAL MEDIA MAZE – 2 CREDITS

Social media can enhance your business, but without a plan, you may end up wasting your time. Get the most out of social media with this course by developing a strategy to set goals, target your interactions, maintain consistent engagement, and assess the impact of your efforts.

MANAGING YOUR ONLINE PRESENCE – 2 CREDITS

This course provides a step-by-step process for managing your online presence across forums such as your business website, social media, and real estate websites. It guides you through a self-assessment and the creation of an action plan for enhancing and monitoring your brand's online reputation.

VIDEO MARKETING TO ENHANCE YOUR BUSINESS – 2 CREDITS

Consumers increasingly are going online to learn about neighborhoods and properties and make decisions about which agents they want to work with. To connect with consumers in fast-paced, digital environments, you must set yourself apart and grab their attention almost instantly. Video marketing is a highly effective tool for achieving these purposes.

CLIENT NEGOTIATIONS: UNLOCKING HEARTS VS. LOCKING HORNS - 2 CREDITS

This course will teach you skills for identifying and addressing clients' underlying interests. Through real world scenarios and exercises, you will learn how to uncover client interests during buyer and seller intake, adapt to clients' evolving interests during the transaction process, and use interests to achieve win/win results and maintain connections with past clients.

8 Credit eLearning Courses

Members \$150
Non-members \$175

2 Credit eLearning Courses

Members \$40
Non-members \$50

eLearning bundles are also available for a discounted price. Check crs.com/elearning for more information.

VIDEO SELF-STUDY

CRS Legends Self-Study Videos bring together leading real estate practitioners and thinkers to share their proven methods for business success. By purchasing these video recordings, you can learn from the valuable content on your own time—in the comfort of your own home or office and earn CRS Education Credits toward your designation. Visit crs.com/legends for more information.

KEEPING IN TOUCH WITH YOUR SPHERE - 6 CREDITS

Dale Carlton, CRS moderates cutting-edge panel sessions that will give you the latest innovative systems for generating repeat and referral business, as well as practical ideas for staying in touch with your sphere of influence.

DEVELOPING A TEAM: A CRS LEGENDS PROGRAM - 6 CREDITS

Tom Ferry, nationally-recognized real estate coach and *New York Times* Bestseller, moderates top residential real estate producers as they discuss hiring help to move your business to the next level. Panel presentations cover the entire hiring process from determining when to seek help all the way to training and managing someone once they are hired.

Legends Video Pricing

Members \$110
Non-members \$135

Buy both and get a 20% discount!

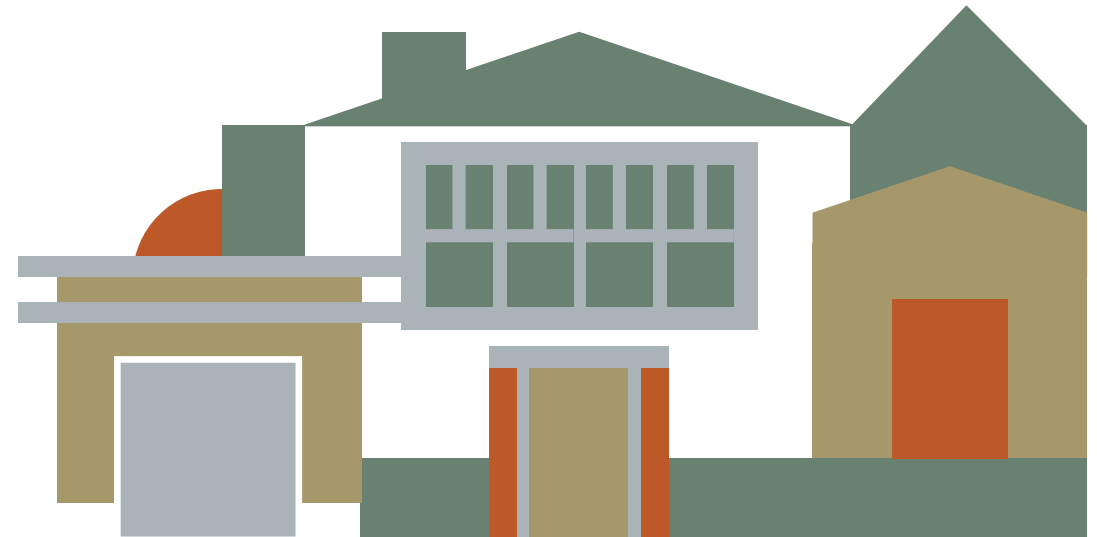
Members \$220 \$176
Non-members \$270 \$216

CRS WEBINARS – LIVE AND ON-DEMAND

CRS webinars cover what you need to know about timely and relevant real estate topics in a short, convenient online format. Up to four live webinars are delivered each month and they are ALL recorded for ON-DEMAND access. CRS webinars (recorded or live) can earn 1 credit of CRS Education Credit toward the CRS Designation.

In 2015, CRS will offer more than 30 Live Webinars covering a variety of engaging and timely topics related to:

- » Business Planning and Growth
- » Working with Buyers and Sellers
- » Gaining/Generating Referrals
- » Marketing Solutions for Real Estate Agents
- » Technology and Tools
- » Personal and Professional Development



Visit crs.com/webinars for the current schedule of webinar topics and presenters.

All of our webinars are recorded and available On-Demand.

Our on-demand library has over 70 webinars, with more added every week.

Check out our Top 10 On-Demand Webinars from 2014:

- » Bulletproof Buyer Consultations
- » Solutions for Your Mobile Office: How to Use Gmail Like a Pro
- » Turning Internet Leads into Closings
- » Data Security and Privacy in Real Estate
- » How to Delegate and Build Teams
- » Real Estate Scripts, Dialogues & Objection Handlers

- » A Day in the Life of a REALTOR® with an iPad
- » 5 Power Moves to Get Your Listing Found Online
- » The 4 Best Ways to Get More Listings
- » Paperless REALTOR®

Webinar Pricing

	Live	On-Demand
Members	\$25	\$20
Non-members	\$35	\$30



SELL-A-BRATION®

CRS's annual conference, **Sell-a-bration®**, is the only event in the industry that is specifically for CRS Designees, candidates, and those interested in improving their business through world-class education. This annual event attracts hundreds of top-producing REALTORS® who are seeking to improve their business and increase their referral networks through high-quality education and networking.

The 2015 program, "Gaining the Edge," will feature over 30 educational sessions covering real-world, business best practices delivered by successful, proven practitioners.

FEBRUARY 16-17, 2015

*Paris Las Vegas Hotel & Casino
Las Vegas, Nevada*

You'll leave the event with innovative ideas and techniques that will have an immediate impact on your business. Sell-a-bration® attendees can earn 16 Education Credits toward the CRS Designation for attending.

For more details and registration information, visit crs.com/sell-a-bration.

NEW CRS BROKER BENEFITS PROGRAM

Are you a managing broker or broker owner? Join the **CRS Broker Benefits Program** and your agents can join CRS at a preferred group rate, and you obtain rewards for every agent you enroll in the program.

It's a win-win: your agents gain tools and training that can help them succeed, and you receive unique benefits and more time to focus on your bottom line. Contact our Business Development Department at brokers@crs.com to join or visit crs.com/broker for more information.



THE CERTIFIED RESIDENTIAL SPECIALIST® DESIGNATION

CRS Designees are recognized as the best-of-the-best in the industry — generating twice the income and number of transactions* than the average REALTOR®.

When you achieve your CRS Designation, you automatically gain access to a thriving referral network of REALTORS® who are just as dedicated and successful as you are.

CRS Designees unlock a number of additional benefits, including:

- » Recognition as one of top 3% of REALTORS® holding the elite Certified Residential Specialist® credential
- » Use of CRS trademark and logo

- » 24/7 access to the growing CRS-to-CRS Referral Network
- » Complimentary listing in the CRS Referral Directory (print, online and mobile app)
- » Access to advertising opportunities exclusively for CRS Designees
- » CRS one-of-a-kind Designee marketing materials and templates (brochures, flyers, business cards, fact sheets, and more!)

*SOURCE: 2013 National Association of REALTORS® Member Profile and 2013 Council of Residential Specialists Membership Survey

Interested in earning the CRS Designation? Choose Your Path!

How many years have you been a licensed real estate agent?

10+ years

Under 10 years

How many transactions have you completed?

150 transactions total (OR an average of \$1 million per year with at least 40 transactions)

75 transactions within any 5 years (OR \$25 million within any five years)

25 transactions total (OR 8 million with a minimum of 10 transactions within any 2 years)

PRO PROGRAM

You need:

- **16 CRS COURSE CREDITS**
(From CRS Live classroom or eLearning courses)

PROGRAM A

You need:

- **16 CRS COURSE CREDITS**
(From CRS Live classroom or eLearning courses)
- **16 CRS EDUCATION CREDITS**
(From additional CRS Live classroom or eLearning courses, CRS Webinars, Events, or Legends Videos)
- **32 ELECTIVE CREDITS**
(Can be a combination of elective requirements and additional CRS education)
(A total of 64 credits.)

PROGRAM B

You need:

- **16 CRS COURSE CREDITS**
(From CRS Live classroom or eLearning courses)
- **32 CRS EDUCATION CREDITS**
(From additional CRS Live classroom or eLearning courses, CRS Webinars, Events, or Legends Videos)
- **32 ELECTIVE CREDITS**
(Can be a combination of elective requirements and additional CRS education)
(A total of 80 credits.)

Make 2015 the year you receive your CRS Designation!

Contact our Customer Service department to review your record. Our representatives will help you determine which path to designation you should follow and will calculate how many credits you've already earned!

CRS COURSE CREDIT OPTIONS

CLASSROOM COURSES (Eligible for CRS Course Credit)	CREDITS
Business Planning and Marketing for the Residential Specialist – CRS 200	16 Credits
Listing Strategies for the Residential Specialist – CRS 201	16 Credits
Effective Buyer Sales Strategies – CRS 202	16 Credits
Buying and Selling Income Properties – CRS 204	16 Credits
Financing Solutions to Close the Deal – CRS 205	16 Credits
Technologies to Advance Your Business – CRS 206	16 Credits
Building an Exceptional Customer Service Referral Business – CRS 210	16 Credits
Mastering Your Time to Achieve Your Goals	8 Credits
Building a Team to Grow Your Business	8 Credits
Converting Leads into Closings	8 Credits
Win-Win Negotiation Techniques	8 Credits

CRS ELEARNING COURSES (Eligible for CRS Course Credit)	CREDITS
Creating Value for Your Clients	8 Credits
Keep It Simple With Low-Cost Online Marketing	8 Credits
Putting Technology to Work for Your Clients	8 Credits
Client Negotiations: Unlocking Hearts vs. Locking Horns	2 Credits
Video Marketing to Enhance Your Business	2 Credits
Navigating the Social Media Maze	2 Credits
Managing Your Online Presence	2 Credits

Members who previously took CRS 106, 107, 111, 112, 203, 207, and the Short Sales and Foreclosures eLearning course will receive credit for those courses. Members who took CRS 203, CRS 205 and/or CRS 207 cannot receive credit for their one-day equivalent.

CRS EDUCATION CREDIT OPTIONS

CRS EVENTS (Eligible for CRS Education Credit)	
Sell-a-bration®, CRS annual education conference - 2005-2011	8 Credits
Sell-a-bration®, CRS annual education conference - 2012-2015	16 Credits
Listing Legends (Recording)*	6 Credits
Buyer Legends (Recording)*	6 Credits
Developing a Team Legends (Recording)*	6 Credits
Keeping in Touch with Your Sphere Legends (Recording)*	6 Credits

*Members who previously attended the Live Legends events will receive credit for those courses. Members cannot receive credit for the same live and recorded sessions.

CRS WEBINARS (Eligible for CRS Education Credit)	
Over 30 Live Webinars will be offered in 2015. Topics will relate to:	1 Credit Each
<ul style="list-style-type: none"> » Business Planning and Growth » Working with Buyers and Sellers » Gaining/Generating Referrals » Marketing Solutions for Real Estate Agents » Technology and Tools » Personal and Professional Development 	
A complete list can be found on the CRS website at crs.com/webinars .	

ELECTIVE CREDITS

A total of 32 credits are required to complete your elective requirements for designation programs A and B. Elective credits may be earned by taking CRS Education Courses beyond the minimum required, by completing select National Association of REALTORS® or approved non-CRS courses*, and for holding a bachelor's degree or other related professional designations. See crs.com/elective-credit for a full list of Elective Credit Options.

ELECTIVE CREDIT OPTIONS

Below is a partial list of elective credit options:

NATIONAL ASSOCIATION OF REALTORS® COURSES	
At Home with Diversity (Must be taken after 1/1/05)	8 Credits
Global Real Estate: Local Markets	16 Credits
Military Relocation Professional Course	8 Credits
Resort and Second Home Markets Course	8 Credits
Seller Representative Specialist Designation Course	16 Credits
Senior Real Estate Specialist Course	16 Credits
Short Sales & Foreclosures Course (Through REBAC)	8 Credits

BACHELOR'S DEGREE, DESIGNATIONS OR CERTIFICATIONS	
Bachelor's Degree	16 Credits
ABR	16 Credits
ALC	16 Credits
CPM	16 Credits
CRB	16 Credits
CCIM	16 Credits
GREEN	16 Credits
GRI	16 Credits
e-PRO	16 Credits

ADDITIONAL PRODUCTION	
Additional 40 transactions or \$13 million	8 Credits
Additional 80 transactions or \$26 million	16 Credits
Additional 120 transactions or \$39 million	24 Credits
Additional 160 transactions or \$52 million	32 Credits

*Please see crs.com/elective-credit for a full list of approved non-CRS courses and other Elective Credit Options.



CRS DESIGNATION APPLICATION PROCESS

Review the following requirements to determine which option best matches your experience.

These requirements are for individuals who practice inside the United States, its insular possessions and the Commonwealth of Puerto Rico. All other individuals must complete the International Designation criteria.

APPLICATION PROCESS FOR CRS DESIGNATION

1. Submit your documentation satisfying all Designation requirements.

- » Council members who submit a Designation application with all required documentation will be awarded the CRS Designation within five business days from receipt.
- » Individuals applying for membership and Designation simultaneously will receive a notice within 10 business days from receipt that all necessary documentation has been received and the applicant has been awarded the CRS Designation.
- » If the documentation is incomplete, the notice will indicate the documents necessary to complete the Designation application process.
- » Please note: the timelines are approximate. We will make every effort to process your application within the above stated timeframe except when there are extenuating circumstances.

2. Maintain ongoing active membership in the Council of Residential Specialists and active REALTOR® or REALTOR ASSOCIATE® membership with your local board and state association.

PRODUCTION REQUIREMENTS

You have the option of submitting your transactions by using either the Affidavit of Required Transactions form OR Resume of Required Transactions.

Note: A residential transaction must be a single family home, townhouse, cooperative, up to and including four-unit building, duplex, condominium or a permanently affixed mobile home unit. The transaction must have an improvement on the property. For example, water rights, transportable mobile homes, acreage and lots are not acceptable. You may only list transactions for which you completed no less than 50 percent of the work.

AFFIDAVIT OF REQUIRED TRANSACTIONS

You and your broker must complete the Affidavit of Required Transactions. The Affidavit states that you have completed the required number of residential transactions or volume. Simply indicate your name, the date, and the number of transactions that you have completed and sign the form. You will also need your broker to sign the form verifying that you have met these requirements. If you are the broker, please sign in both places.

MANAGERS PROGRAM

Managers that have directly overseen a minimum of 400 closed residential transactions are eligible to work toward CRS Designation. Visit crs.com/designation for complete details.



Council of Residential Specialists
The Proven Path To Success

Send completed form to:

Council of Residential Specialists
430 N. Michigan Ave.
Chicago, IL 60611

Phone: 800.462.8841
Email: CRSHelp@crs.com

AFFIDAVIT OF REQUIRED TRANSACTIONS

APPLICANT'S NAME: _____

DATE: _____

The undersigned Applicant hereby certifies and swears that all information provided is true and factual. Should the Council find through confirmation or any other means that any statements made by Applicant are not factual; such statements will jeopardize Applicant's ability to be awarded or to retain the CRS Designation. The undersigned Applicant declares that the following information is true.

I am an Applicant for the CRS Designation and as a part of that application process I certify that I have completed a minimum of _____ residential transactions* and/or _____ million in volume.

*Credit for completing a residential transaction is available only for the listing or sale of a single family home, a townhouse, a duplex, a building of up to and including four units, a cooperative, a condominium or a permanently affixed mobile home unit that has closed. All residential properties must include an improvement. If Applicant is taking credit for any "co-listing" (a listing or sale that you shared with another sales associate), Applicant may take credit for a half of a transaction, provided that the Applicant completed no less than fifty (50%) percent of the work on that transaction.

SIGNATURE OF APPLICANT

CERTIFICATION OF APPLICANT'S BROKER

I hereby certify that the above statement concerning the number of transactions in which the Applicant has worked is true and correct and accurately reflects the work done by Applicant.

NAME OF BROKER (PLEASE PRINT)

SIGNATURE OF BROKER

DATE



Council of Residential Specialists
The Proven Path To Success

CRS DESIGNATION APPLICATION

Send completed form to:

Council of Residential Specialists
430 N. Michigan Ave.
Chicago, IL 60611

Phone: 800.462.8841
Email: CRSHelp@crs.com

I understand that Council Membership requires annual renewal with membership dues. The application below is for individuals residing within the United States, its insular possessions, the Commonwealth of Puerto Rico and Canada.

Instructions:

- » Please double-check the documentation that you are submitting with this application
- » Attach all required documentation to the completed form
- » Include the \$75 Designation Processing Fee and send it to the Council

NAME

NRDS ID#

REALTOR® SINCE

LAST 4 DIGITS OF SS#

DATE OF BIRTH

HOME ADDRESS

CITY/STATE/ZIP

OFFICE NAME

OFFICE ADDRESS

CITY/STATE/ZIP

OFFICE PHONE

CELL PHONE

EMAIL ADDRESS

WEBSITE ADDRESS

PREFERRED MAILING ADDRESS

HOME

WORK

Designation Program

I have completed and attached the required number of transactions for the following CRS Designation Program:

- Option A** 75 transactions within any five years OR \$25 million within any five years
- Option B** 25 transactions (with no time period) OR \$8 million with a minimum of 10 transactions within any two years
- Pro-Program** 150 transactions OR an average of \$1 million per year of experience with a minimum of 40 transactions (Must be licensed a minimum of 10 years to apply)
- Managers Program** Directly oversee a minimum of 400 closed transactions OR directly oversee \$80 million in closed residential transactions OR have 4 years of real estate management experience



CRS DESIGNATION APPLICATION

Designation application page 2

Agreement of the Applicant

1. I understand that I cannot use the CRS Designation until I have completed the Designation requirements and have been notified in writing that it has been awarded to me. Such misuse will be cause for summary termination of membership.
2. I understand that once I am awarded the CRS Designation, I must maintain my membership in good standing in the Council of Residential Specialists, including the payment of annual dues, to continue to hold and use the CRS Designation.
3. I am currently an active REALTOR® or REALTOR ASSOCIATE® and I understand that once I am awarded the CRS Designation, I must also maintain REALTOR® or REALTOR ASSOCIATE® membership with a local board and state association of REALTORS®.

SIGNATURE OF APPLICANT:

BILLING INFORMATION

Designation Fees

\$75 Designation Processing Fee

Membership Fees

\$150 Membership Dues
(if not currently a member)

Enclosed is my check payable to the Council of Residential Specialists.

Please call me for my credit card information.

You can also apply for membership and designation using a credit card at crs.com.

SOURCE: R513

CRS EDUCATION:

I have completed the following CRS Education Requirements:

CRS EDUCATION:	NUMBER OF CREDITS:
CRS EDUCATION:	NUMBER OF CREDITS:
CRS EDUCATION:	NUMBER OF CREDITS:
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ELECTIVE CREDITS

Elective Requirements (Excludes Pro-Program):

I am submitting the following items to complete my requirement of 32 Elective Credits.

ELECTIVE:	NUMBER OF CREDITS:
ELECTIVE:	NUMBER OF CREDITS:
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ELECTIVE:	NUMBER OF CREDITS:
ELECTIVE:	NUMBER OF CREDITS:

CONTACT US

For questions, call Customer Service at 800.462.8841 or email us at crshelp@crs.com. Learn about the benefits of CRS today at crs.com.



Find CRS on the following social media sites:



www.facebook.com/CRSConnect



www.linkedin.com/groups?gid=39291



www.twitter.com/CRSConnect



www.youtube.com/user/CRSConnect



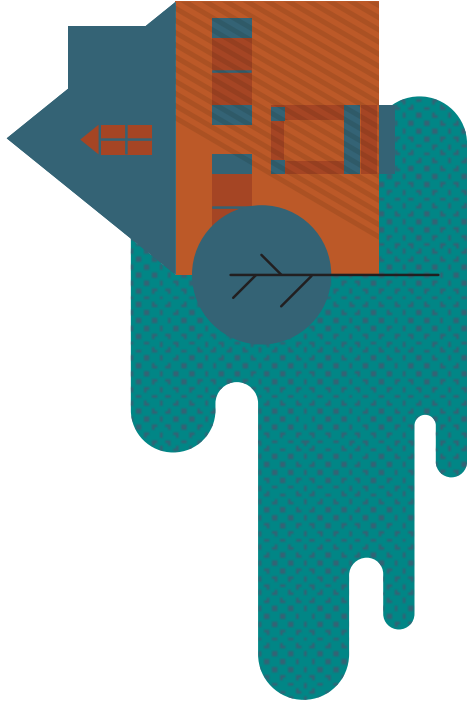
<http://plus.google.com/+crsdesignation>

IMPORTANT DATES – 2015

Feb 16-17	Sell-a-bration® 2015
May 13-18	NAR REALTOR® Party Convention & Trade Expo Washington, D.C.
June 15	Print Directory Listing and Ad Deadline
Aug 24-28	CRS Week 2015
Nov 11-16	NAR REALTOR® Conference & Expo San Diego, CA



Council of Residential Specialists
430 N. Michigan Ave., 3rd floor
Chicago, IL 60611
800.462.8841
www.crs.com



YOUR 2015 GUIDE TO CRS MEMBER BENEFITS