



NSDCAR

North San Diego County Association of REALTORS®
and the Southern California CRS Chapter presents

CRS 202: SALES STRATEGIES



October 25 & 26, 2010

8:00 am-5:00 pm

(Check-in 7:30 am on Day 1)

Course location:

906 Sycamore Avenue
Vista, CA 92081

Price: \$299 for REALTORS® *See back side of this flyer for discounts!

Instructor: Gee Dunsten

For more information contact:
education@nsdcar.com or (760) 734-3971

SALES STRATEGIES FROM THE COUNCIL OF RESIDENTIAL SPECIALISTS

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

- 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

CRS educators are leading professionals who bring 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.

For more information on other CRS courses or obtaining the CRS Designation, visit www.crs.com

CRS two-day courses also earn you credit toward the CRS Designation. With the CRS Designation, you become part of a network of more than 40,000 Certified Residential Specialists Designees and Candidates/General Members.

DRE Credit: 14 CS Credits. However, this approval does not constitute an endorsement of the views or opinions which are expressed by the course sponsor, instructor, authors or lecturers. You must attend 90% of the class, achieve a passing score of 70% or higher on exam & have proof of identification to qualify for DRE credits.

Register at www.nsdcar.com under education or complete and fax to 760-597-0362.

Name: _____

Phone: _____

Email: _____

Credit Card: _____

Exp. Date: _____ Signature: _____

Refunds issued if 3 business day notification is provided.
Code:1753



Council of Residential Specialists

The Proven Path To Success

