

CRS 201: **NEW** LISTING STRATEGIES



Sept. 30 & Oct. 1, 2010
8:30 am – 5:00 pm

Presented by
Northern CA CRS Chapter

Course Location:

Bay East Association of
REALTORS
7901 Stoneridge Dr, Ste. 150
Pleasanton, CA 94588
admin@nocalcrs.com
800-277-6003
www.nocalcrs.com

The Real Estate Game Has Changed and So Has CRS 201!

If you have never taken the CRS Listing course...it will change your career.

If you took this course several years ago, attend again. Learn new strategies designed to work with **Today's** sellers and systems designed to work with today's technology. Make your life easier and earn more referrals because of updated course attendance!

Jackie's pricing strategies are new, fresh and unique. Learn how to use your MLS to create pricing visuals that will prepare the sellers to position their homes to sell quickly.

"Ever since I started using your market positioning graphics and presentation **I haven't lost a listing!!!**"

Carol Frey, REALTOR, Keller Williams, Montgomeryville, PA

"**The idea of the sopping cart was genius.** What a great visual for sellers! Practical & easy to use information that will be easily adaptable to my market."

Dori Gordon Major Enterprises Niles, IL

"**I repositioned three homes the first night** after learning positioning strategies."

*Ric Visca, Broker Associate, RE/MAX Realty Group
Pittsford, NY*



Instructor Jackie Leavenworth...

I'm always asked *why a veteran real estate agent should take the time, and spend the money to take the CRS 201 Listing Strategies course, even if they already have their CRS.* My answer is always the same: "**To stay relevant and establish points of difference.**" **Too many veteran agents are resting on their recognition and reputation and have not established new, relevant strategies that set them apart from their competition.** I have seen too many times where **young, go-getter real estate agents come into the market with no recognition and no reputation, but they do have new, relevant strategies that make them different and they begin to take over market share.** My CRS 201 class focuses on those two elements of your career. **My mission is to help agents, new and veteran, create systems that will lead to making more money in less time while actually having more fun.**

Contact the Northern CA CRS Chapter to register for **LISTING STRATEGIES** today at 800-277-6003 or online at www.nocalcrs.com.

Registration form also available on reverse side



Council of Residential Specialists

NORTHERN CALIFORNIA CHAPTER

The Proven Path To Success

CRS COURSE REGISTRATION FORM

COURSE: **CRS 201: LISTING STRATEGIES**

WHERE ? BAY EAST ASSOCIATION OF REALTORS
7901 Stoneridge Drive, Suite 150
Pleasanton, CA 94588

WHEN ? September 30 & October 1, 2010

WHO ? Northern California CRS Chapter
2942 Liberty Drive
Pleasanton, CA 94566

Phone: 800-277-6003

Fax: 888-329-1277

Email: admin@nocalcrs.com

Website: www.nocalcrs.com

REGISTRATION FEE: \$300 until August 31, 2010 — Starting September 1, 2010 – \$350

Please indicate preferred method of payment:

Credit Card: Visa _____ MasterCard _____ American Express _____

Check Enclosed _____

Make check payable to: Northern California CRS Chapter

Credit Card Billing Information: *(please be sure all info is provided)*

Name on Card: _____

Credit Card #: _____

Complete Billing Address: _____

City: _____ State: _____ Zip: _____

Expiration Date: Month: _____ Year: _____

Signature: _____