



CRS 206
Technologies to Advance Your Business
January 19th & 20th, 2006

Peoria Area Association of REALTORS®
 7307 N Willowlake Ct., Peoria, IL 61614
 Phone 309-688-8591, Fax 309-688-3120

Technologies to Advance Your Business demonstrates the latest tools and systems that enable sales associates to become more productive, increase their profits and to differentiate themselves in the marketplace. Topics include: taking e-mail to the next level for various marketing campaigns, learning new ways to use digital imaging, examining a variety of virtual tours and their marketing applications, understanding the power of PDA's and other handheld computing technologies and much more.

Course Content:

- Using a contact manager
- Creating printed and multimedia presentations
- Online services, e-mail and the Internet
- Improving time management

Earn, Learn and Network ...

- Earn CRS Designation credits
- Learn from the best educators in the industry
- Network with top REALTORS®

Robert Morris, CRS, CRB

A real estate agent, trainer and CRS Senior Instructor, Robert Morris walks the technology talk he teaches. Currently, he is a broker for Prudential Rowland Real Estate Inc., located in Murfreesboro, Tenn., where he actively lists and sells real estate. In addition, Morris is the president of Robert Morris Seminars, Inc., where he develops, writes and conducts numerous courses for Realtors®. He teaches all aspects of how to apply technology toward increasing the bottom line for agents.



CRS 206- Technologies to Advance Your Business

Location: Peoria Area Association of REALTORS®
 7307 N. Willowlake Ct.
 Peoria, IL 61614

Dates: Jan 19 & 20, 2006
 Day 1, 7:30 a.m. Registration
 8:30 a.m. to 5:00 p.m.-Course
 Day 2, 8:30 a.m. to 4:00 p.m.-Course with exam to follow.

Name _____

Company _____

Address _____

City _____

State/Zip _____

Phone _____

Fax _____

E-mail _____

Registration Fee: \$299.00 (\$279.00 if registered before Dec 20th, 2005.)

Please indicate preferred method of payment: Pre-payment is required to register.

Credit Card (Visa, MasterCard or Discover)

Check enclosed

Make check payable to: PAAR

 Account Name

 Account Number





 Exp. Date

 Signature

Please check here if you have a disability that will require special services at this course, and attach a description of your needs.

I am unable to attend this course. Please notify me of future courses.



-  The Certified Residential Specialist (CRS) is the highest Designation awarded to sales associates in the residential sales field. The CRS Designation recognizes professional accomplishments in both experience and education.
-  Since 1977 the Council of Residential Specialists has been conferring the CRS Designation on agents who meet its stringent requirements.
-  Less than 4% of all REALTORS® hold the CRS Designation. CRS Designees earn an average of \$155, 876 annually; **three times as much as the typical REALTOR® who sells residential real estate.** Visit www.crs.com for more details about becoming a CRS.
-  This is a great opportunity to begin working towards your CRS Designation or simply to educate yourself.

Read testimonies from PAAR CRS Designees:

"I found the CRS instructors and courses some of the best I have taken. The CRS designation is a benchmark that many agents use in determining where they should send out of town referrals. It has more than paid off for me." Jim Barr, GRI, CRS, ABR-RE/MAX Unlimited

"The greatest benefit of belonging to CRS is their national convention held every Feb. It has CRS top producers from all over the country coming together to share ideas and learn. They have Top Producer panels sharing all their secrets of success - what has worked and what doesn't; ways to be smarter not harder; how to hire a virtual assistant. It is a meeting of the greatest minds in the business." Ann Bucklar, CRS -Jim Maloof/REALTOR

"I would say that the CRS classes helped me the most with my personal investments and analysis of them as investments. As a Realtor you still need to follow your hunches and "gut feelings" but quantitative analysis tools I picked up from CRS were a great benefit. Also, when I am referring to an area where I don't know anyone, it reduces the risk of a poor match for my clients/friends if I chose from the CRS ranks." PAAR CRS Designee