


# CRS 201: LISTING STRATEGIES

 Council of Residential Specialists  
The Proven Path To Success



*Presented by the*  
**Manhattan Association  
of REALTORS®**  
*and the*  
**Kansas CRS Chapter**  
*assisted by the*  
**Kansas Association of REALTORS®**  
**ZAN MONROE, Instructor**

**THE LISTING STRATEGIES COURSE (CRS 201)** FROM THE COUNCIL OF RESIDENTIAL SPECIALISTS will help you identify the motivations and concerns of today's sellers—and help them close the deal.



With the CRS Listing course you will:

- *Learn to price effectively in the current market and get a faster sale*
- *Access scripts to work with your clients and get their house sold at a fair price*
- *Communicate with your clients and create a dynamic of trust and loyalty*

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.

**You will receive 9 hours of Kansas elective CE credit**

**DATE:** Wednesday—Thursday  
September 1-2, 2010

**TIME:** 8:30 am—5 pm

**LOCATION:** Kansas State University  
Student Union—Big 12 Room  
Anderson Avenue  
Manhattan, KS

#### EARLY-BIRD REGISTRATION FEES

General Registration— \$175\*

Kansas CRS Chapter Members—\$140\*

*\*Add \$20 after August 13!*

Special-Rate Parking Passes @ \$2 Each  
(available through August 13)

#### Registration Procedures: (payment must accompany registration)

**Mail:** Kansas Association of REALTORS®, 3644 SW Burlingame Road, Topeka, KS 66611  
**Phone:** 800-366-0069, ext. 2129, or ext. 2120 **Fax:** 785-267-1867

*Special Parking Passes available!*  
Regular parking \$12 per day—Early  
bird parking at \$2 per day available *at  
time of registration.*

\_\_\_\_\_ Parking Passes @ \$2 each

Name \_\_\_\_\_

KS RE Lic # \_\_\_\_\_ Check # (if applicable) \_\_\_\_\_

Phone \_\_\_\_\_ E-mail \_\_\_\_\_

Visa/MasterCard/Amex/Discover \_\_\_\_\_ Exp. \_\_\_\_\_