

CRS 201: LISTING STRATEGIES



October 18-19, 2010
8:30 am – 5:00 pm

Best Western Doublewood Inn
1400 E Interchange Ave
Bismarck, ND 58501

Presented by:
ND Association of REALTORS® and
Bismarck Mandan Board of REALTORS®

Suzanne@bmbor.org
701-255-0712
www.bmbor.org

In **CRS 201:**
LISTING STRATEGIES course,
you will get the tools you need to:

- 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

ABOUT **CRS** TWO-DAY COURSES

CRS two-day courses also earn you credit toward the industry's premier designation in residential real estate.

With the CRS Designation, you become part of the network of more than 40,000 Certified Residential Specialists Designees and Candidates/General Members.

To learn more about the Designation visit www.crs.com.

This course is approved for 14 hours in ND (CE1011-031).

A block of sleeping rooms has been reserved at the Doublewood Inn. Call 701-258-7000 and mention that you are with the REALTOR® group when making your reservation. Deadline for room reservations is October 3rd.

If you are planning to attend these meetings and need assistance relating to a disability, please contact the BMBOR office as soon as possible at 701-255-0712 or email to Suzanne@bmbor.org.

REFUND POLICY - Full refund may be returned only if notice of cancellation is submitted in writing to the Bismarck Mandan Board five days prior to classes. Refund of half the fee will be returned upon receipt of written cancellation no later than two days prior to classes. NO REFUNDS OR CREDITS THEREAFTER. Any refunds will be mailed immediately following the seminar.

Instructor: Chuck Bode sold 54 units his first year in real estate without a computer or a personal assistant! This former high school teacher and coach has a rare blend of humor, real-world experience and passion for the real estate industry. As a CRS Senior Instructor, he has delivered educational programs in all 50 states, plus several foreign countries. Bode willingly shares his ideas, techniques, scripts and dialogues with his



Bismarck Mandan Board of REALTORS®
318 W Apollo Ave
Bismarck ND 58503

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REGISTRATION FORM

Where?	Best Western Doublewood Inn 1400 E Interchange (I-94 & Exit 159) Bismarck, ND	
When?	October 18-19, 2010 8:30 am – 5:00 pm each day	
Who?	Please print or attach business card	
Name	_____	
Company	_____	
Address	_____	
City/State/Zip	_____	
Phone	_____	
E-mail	_____	
Registration Fee:	REALTOR® Member	Non-Member
On or before October 7:	\$275	\$325
October 8 or later:	\$300	\$350
Please indicate preferred method of payment:		
<input type="checkbox"/> Check enclosed Make check payable to: BMBOR <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard or <input type="checkbox"/> Discover		
Account Number	_____	
Exp. Date	_____	
Signature	_____	

TO REGISTER:

Online: www.ndrealtors.com
 Fax: 701-223-8746
 Mail: BMBOR
 318 W Apollo Ave
 Bismarck, ND 58503
 Call: 701-255-0712 with any questions

Approved for North Dakota CE