



CRS THE PROVEN PATH TO SUCCESS




Council of Residential Specialists

**2010 Course Scheduling:
One Size Does NOT Fit All**

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Today's Presenters

- **Andrea Laue** – Education Program Coordinator for the Council of Residential Specialists
- **Gregg Fujita, CRS** – 2009 CRS President Elect; Member CRS Education Presidential Advisory Group; Member of the CRS Board of Directors since 2003

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Purpose of Today's Presentation

- Changes based on feedback from Sponsors obtained during education operations audit
- Explanation of changes in the way a 2010 Core Classroom course is scheduled and delivered
- Demonstration of Sponsor section of CRS.com



Differences for 2010

- Sponsors contract directly with CRS Certified Instructors for dates, compensation and event coordination.
- Sponsors choose between three Service Packages which are priced differently based on whether or not the Council provides Course materials and how involved CRS will be in the marketing of your course.
- The \$1,000 deposit that was required when submitting your contract has been replaced with a \$250 non-refundable processing fee.



Similarities to Current Process

- The new process will in no way affect the high-quality of course content and instruction that you have come to expect from CRS.
- CRS will have the final approval of all Course Requests and Dates.
- Your course will still be listed on the Course Schedule at CRS.com and in at least one issue of The Residential Specialist magazine (minimum four months notice must be provided).



Getting Started – Choosing Your Course

- Review the CRS Course Catalog on CRS.com to determine which course you would like to sponsor.
- Contact the Education Program Coordinator to find out what your organization has sponsored previously.
- Survey past students and members to find out what topic interests them.

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Instructor Discussion Points

- What is the Speaker fee?
- Does the Speaking fee include Travel?
- Is there a Cancellation Policy?
- Receipts/documents required with invoice?
- Deadline date for final payment _____.
- Is there any Marketing Assistance available?
- Other

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Select Your Service Package

Based on your budgetary and organizational resources, you can select from the following:

- Standard - \$40/Student
- Enhanced - \$60/student
- Comprehensive - \$100/student

Sponsor 2010 Service Packages - Standard - Windows Internet Explorer

Standard
\$40 Per Student

For Sponsors who have more resources for marketing and course administration.

Ideal if You:

- Prefer to print your own student guides and exams.
- Have dedicated staff to handle marketing support.
- Are able to grade exams.

The following list explains the services provided by the Council and the Sponsor's responsibilities to help you decide whether the Standard package should best serve the needs of your organization and its members:

Service and Responsibilities	Fee/Student \$40
Council sends supplemental student CDs	✓
Council sends promotional materials such as the Product Catalog and Membership Brochure	✓
Council posts course on CRS.com	✓
Course published in the Residential Specialist magazine	✓
Council provides monthly notes must be provided	✓
Council provides phone support from the Education Program Coordinator	✓
Sponsor prints out student guides, exams, name badges and tent cards	✓
Sponsor grades exams and sends a roster with grades to the Council	✓
Sponsor contacts the instructor and negotiates the course fee, including teaching and travel fees	✓
Sponsor reserves the facility where the course is to be held	✓
Sponsor handles all registrations and course inquiries	✓
Sponsor must provide an on-site administrator to assist at the course	✓
Sponsor performs all marketing for the course (Access to CRS Brochure, product and flyer templates available)	✓

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Standard Service Package - \$40/Student

For Sponsors who have more resources for marketing and course administration.

Ideal if You:

- Have dedicated staff to handle marketing support
- Prefer to print your own student guide and exam
- Grade your own exams

Features:

- CDs
- CRS Promotional materials such as Product Catalogs and Membership Brochures
- Course is posted on CRS.com and in *The Residential Specialist Magazine*
- Phone support from CRS Education Program Coordinator

Sponsor 2010 Service Packages - Enhanced - Windows Internet Explorer

Enhanced
\$60 Per Student


For Sponsors that need or want CRS to grade their Course exams.

Ideal if You:

- Prefer to print your own student guides and exams.
- Desire marketing support.
- Prefer not to grade exams.

The following list explains the services provided by the Council and the Sponsor & responsibilities to help you decide whether the Enhanced Package would best serve the needs of your organization and its members.

Service and Responsibilities	Fee/Student \$60
Council sends supplemental student CDs and exam answer sheets	✓
Council sends promotional materials such as the Product Catalog and Membership Brochure	✓
Council posts course on CRS.com	✓
Course published in <i>The Residential Specialist Magazine</i> (minimum 4 months notice must be provided)	✓
Council provides phone support from the Education Program Coordinator	✓
Council grades exams	✓
Council will send one email to targeted members and students in the CRS database	✓
Sponsor prints out student guides, exams and name badges	✓
Sponsor contacts the instructor and negotiates the course fee, including teaching and travel fees	✓
Sponsor reserves the facility where the course is to be held	✓
Sponsor handles all registrations and course inquiries	✓
Sponsor must provide an on-site administrator to assist at the course	✓
Sponsor performs marketing for the course (Access to CRS brochure, contact and flyer templates available)	✓

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Enhanced Service Package - \$60/Student

For Sponsors that need or want CRS to grade their Course exams and provide additional marketing support.

Ideal if You:

- Prefer to print your own student guide and exam
- Do not grade your own exams
- Need additional marketing support

Features:

- CDs, exam answer sheets
- CRS Promotional materials such as Product Catalogs and Membership Brochures
- Course is posted on CRS.com and in *The Residential Specialist Magazine*
- Phone support from CRS Education Program Coordinator
- CRS grades exams
- CRS provides additional marketing support

