


**CRS** THE PROVEN PATH TO SUCCESS



**Council of Residential Specialists**

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

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Council of Residential Specialists  **CRS** THE PROVEN PATH TO SUCCESS

**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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Council of Residential Specialists  **CRS** THE PROVEN PATH TO SUCCESS

**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

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### 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.

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### 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).

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### 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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**THE PROVEN PATH TO**  
**CRS SUCCESS**  
KNOWLEDGEABLE

## Selecting Your Date

- Before you decide which dates to hold your course, you should review the Course Schedule on CRS.com.
- New courses will be added to the schedule within five days of their approval by CRS, so check back often.
- Decide on at least three dates, in case your first choice is not available.
- Keep in mind that courses will not be approved if they are within 100 miles or two months of an existing course.

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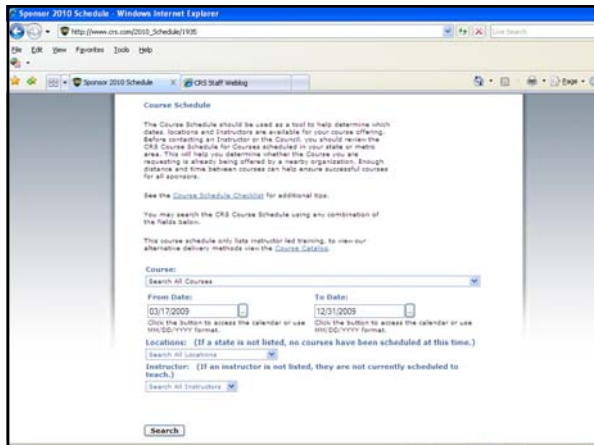
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Course Schedule

The Course Schedule should be used as a tool to help determine which dates, locations and instructors are available for your course offering. Before contacting an Instructor or the Council, you should review the CRS Course Schedule for Courses scheduled in your state or work area. This will help you determine whether the Course you are requesting is already being offered by a nearby organization, through distance and time between courses can help assure successful courses for all sponsors.

See the [Course Schedule Checklist](#) for additional tips.

You may search the CRS Course Schedule using any combination of the fields below.

This course schedule only lists instructor led training, to view our alternative delivery methods view the [Course Catalog](#).

Courses:

From Date:  To Date:

Click the button to access the calendar or use MM/DD/YYYY format.

Locations:  (If a state is not listed, no courses have been scheduled at this time.)

Instructor:  (If an instructor is not listed, they are not currently scheduled to teach.)

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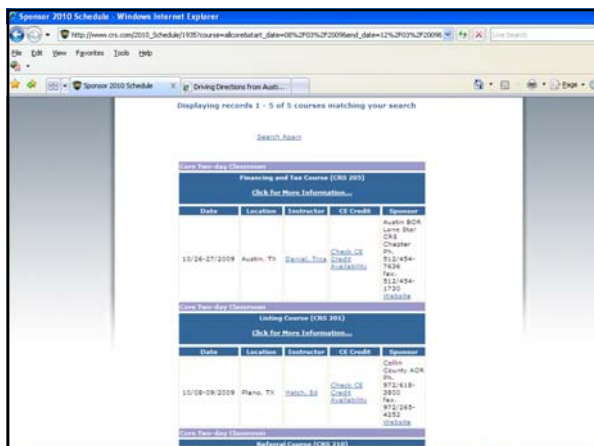
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Displaying records 1 - 5 of 5 courses matching your search

[Search Again](#)

[Save Year-day Classroom](#)

**Preserving and Tax Course (CRS 293)**

[Click for More Information...](#)

Date	Location	Instructor	CE Credits	Sponsor
10/24-27/2009	Austin, TX	Debra, Lisa	Check CE Lunch Breaks/BBQ	Austin ACS Lara SSA* CRS Chastner Ph. 817-454-7634 Fax: 817-454-1797 02/13/08

[Save Year-day Classroom](#)

**Estating Courses (CRS 302)**

[Click for More Information...](#)

Date	Location	Instructor	CE Credits	Sponsor
10/08-09/2009	Plano, TX	Debra, Lisa	Check CE Lunch Breaks/BBQ	Dolan Security ADK Ph. 972-418-2800 Fax: 972-248-4230 02/13/08

[Click Year-day Classroom](#)

[Save Year-day Classroom](#)

**Real Estate Course (CRS 313)**

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**THE PROVEN PATH TO SUCCESS**  
**CHOOSING YOUR INSTRUCTOR**

- Visit CRS.com to view a list of instructors who are certified to teach your chosen course.
- Choose more than one instructor to contact in case your first choice is not available.
- Contact your selected instructor to discuss dates, compensation, and other logistics relevant to your course.
- Do not sign a contract or enter into an agreement with the instructor at this time (you should wait to do this after you have found out that your course has been approved by CRS).

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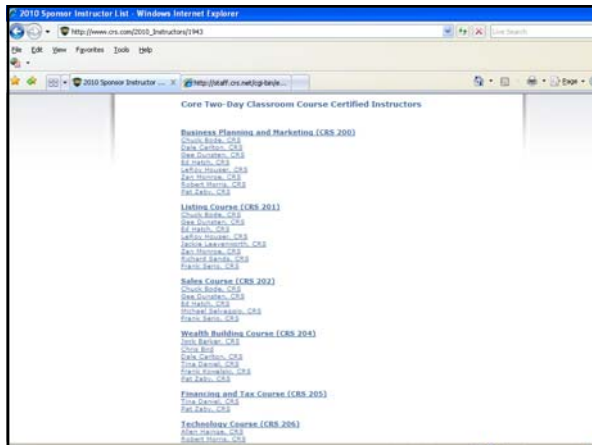
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2010 Sponsor Instructor List - Windows Internet Explorer

Core Two-Day Classroom Course Certified Instructors

- Business Planning and Marketing (CRS 200)**
  - Chuck Bate, CRS
  - Greg Cochran, CRS
  - Dee Dunsten, CRS
  - Ed Farnsworth, CRS
  - John Houser, CRS
  - Jan Murray, CRS
  - Robert Smith, CRS
  - Tim Smith, CRS
- Listing Course (CRS 201)**
  - Chuck Bate, CRS
  - Dee Dunsten, CRS
  - Ed Farnsworth, CRS
  - John Houser, CRS
  - Robert Smith, CRS
  - Jan Murray, CRS
  - Robert Smith, CRS
  - Tim Smith, CRS
- Sales Course (CRS 202)**
  - Chuck Bate, CRS
  - Dee Dunsten, CRS
  - Ed Farnsworth, CRS
  - Robert Smith, CRS
  - Tim Smith, CRS
- Wealth Building Course (CRS 204)**
  - John Houser, CRS
  - Chuck Bate, CRS
  - Dee Dunsten, CRS
  - Ed Farnsworth, CRS
  - Jan Murray, CRS
- Financing and Tax Course (CRS 205)**
  - Tim Smith, CRS
  - Ed Farnsworth, CRS
- Technology Course (CRS 206)**
  - Ed Farnsworth, CRS
  - Robert Smith, CRS

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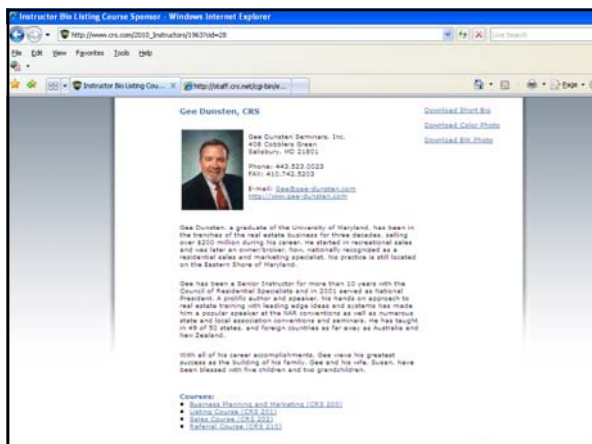
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Instructor Bio Listing Course Sponsor - Windows Internet Explorer

Dee Dunsten, CRS


[Download Street View](#)  
[Download Color Photo](#)  
[Download B&W Photo](#)

Dee Dunsten Seminars, Inc.  
 438 Cobble Creek  
 Salisbury, MD 21801  
 Phone: 443.532.2023  
 Fax: 410.742.5023  
 E-mail: [Dee@Dee-Dunsten.com](mailto:Dee@Dee-Dunsten.com)  
<http://www.dee-dunsten.com>

Dee Dunsten - a graduate of the University of Maryland, has been in the trenches of the real estate business for three decades, selling over \$210 million during his career. He started in recreational sales and real estate as an owner/broker. His nationally recognized residential sales and marketing specialist, his practice is still located on the Eastern Shore of Maryland.

Dee has been a Senior Instructor for more than 10 years with the Council of Residential Specialists and in 2001 served as National President. A prolific author and speaker, his hands on exposure to real estate training with leading edge ideas and systems has made him a popular speaker at the NAR conventions as well as numerous state and local association conventions and seminars. He has taught in 45 states, and foreign countries as far away as Australia and New Zealand.

With all of his career accomplishments, Dee uses his greatest success as the building of his family. Dee and his wife, Susan, have been blessed with five children and two grandchildren.

**Courses:**

- Business Planning and Marketing (CRS 200)
- Listing Course (CRS 201)
- Sales Course (CRS 202)
- Finance Course (CRS 205)

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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

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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

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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

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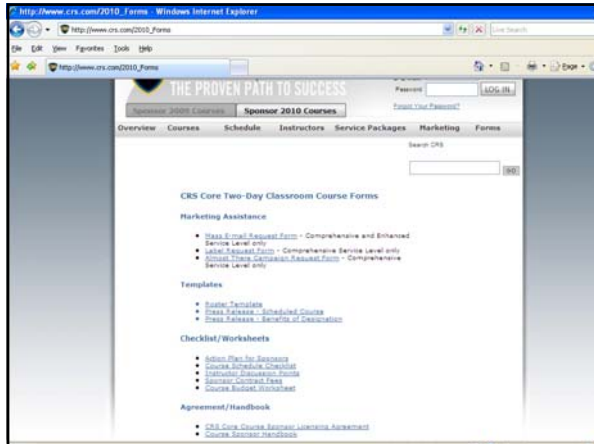
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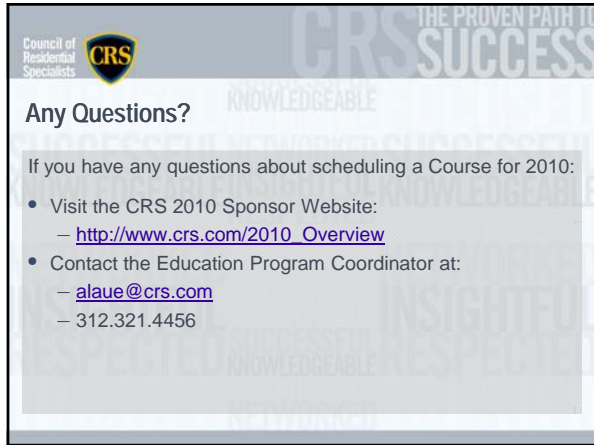
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