



About CRS Courses

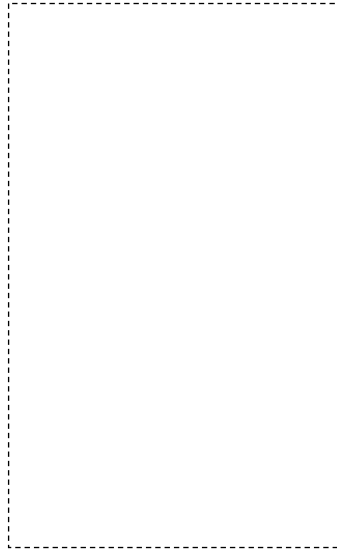
CRS Courses provide new solutions for a changing Marketplace.

Whether you are new to the business or want to learn new skills to help you adapt to changes in your market, CRS Courses give you the skills, tools, systems, and strategies you need to be competitive. Visit www.crs.com for more information on other CRS Courses in your area.

The Referral Course (CRS 210) earns you two units of credit toward the CRS Designation, the premier Designation for residential Real Estate Agents.



Place
Postage
Here



MEADOWLANDS BOARD OF REALTORS®
97 CHESTNUT STREET
RUTHERFORD, NJ 07070
201- 933-6868

The Council of Residential Specialists is the largest not-for-profit affiliate of the NATIONAL ASSOCIATION OF REALTORS®, with its headquarters in Chicago, Ill. It comprises more than 47,000 Certified Residential Specialists (CRS) Designees and Candidates/General Members. The association was created to recruit and retain those REALTORS® and international real estate professionals seeking the knowledge, tools, and relationship-building and referral opportunities they need to maximize their income and professionalism in residential real estate.

For more information on CRS or obtaining the CRS Designation, please visit www.crs.com or call Customer Service at 800.462.8841.

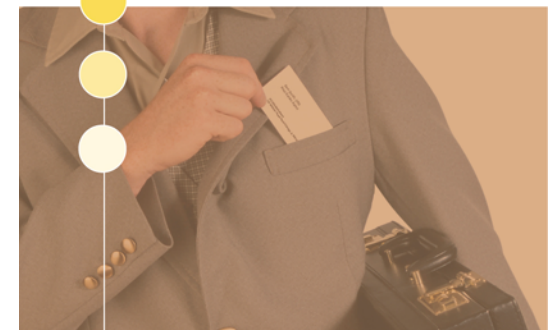


Building an Exceptional Customer Service Referral Business

CRS
210

Optimize Referral Opportunities in Any Market

Refocus your business strategy and develop a customer-service centered, repeat and referral business plan with practical, solution-based training from the Council of Residential Specialists. This Referral Course (CRS 210), sponsored by MEADOWLANDS BOARD OF REALTORS®, is a highly interactive course designed to help you make the most of referral opportunities in your market.





This two-day course will be offered JUNE 3 – 4, 08 by
MEADOWLANDS BOARD of REALTORS®
AT KNIGHTS of COLUMBUS HALL
194 RIVER ROAD, NORTH ARLINGTON, NJ 07031
PH: 201-933-6868 FX: 939-4809



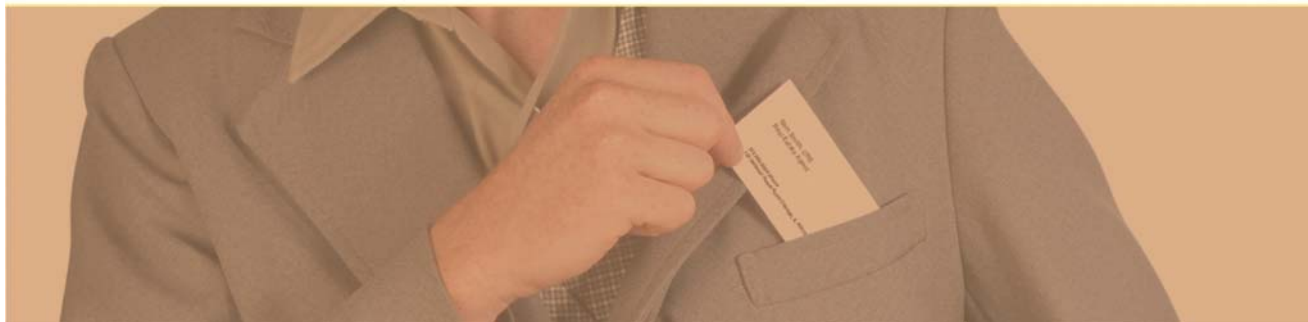
Through this highly interactive Referral Course, you will learn to better identify the expectations of the new consumer, the new behaviors necessary to meet those expectations and specific systems to make your business more productive, more profitable and more enjoyable. Building an Exceptional Customer Service Referral Business will teach you how to:

- Attract a higher caliber client
- Meet the expectations of the new consumer
- Create dialogues and strategies for building a referral database
- Develop delivery systems to generate a successful referral business



CHUCK BODE, CRS

REALTOR® Chuck Bode sold 54 units his first year in real estate without a computer or a personal assistant! This former high school teacher & coach has a rare blend of humor, real world experience & passion for the real estate industry. He holds a Bachelor of Science degree & Master of Arts degree in Education from the University of Nebraska, a lifetime secondary schools teaching certificate, GRI & the CRS designation. A Nebraska Real Estate Commission-approved instructor. He is a featured speaker at state conventions & NAR's National Convention and CRS sales rallies. Chuck has been teaching real estate and sales courses for the last 24 years and is a Senior Instructor for the Council of Residential Specialists.



Registration Form

Building an Exceptional Customer Service Referral Business CRS 210

Where? 194 RIVER RD. North Arlington, NJ 07031
 When? June, 3rd and 4th 2008 8:30 am to 5 pm
 Included? Coffee, Lunch, Door Prizes & More

Who? (About yourself)

Name _____

Company _____

Address _____

City/State/Zip _____

Phone _____

Fax _____

E-mail _____

Registration Fee:

Member \$199 Non-Member \$249 by March 31st 2008

Member \$249 Non-Member \$299 after March 31st 2008

Please indicate preferred method of payment:

Pay Pal

Account Name _____

Account Number _____

Exp. Date _____

Signature _____

Check enclosed

Make check payable to: MEADOWLANDS BOARD of REALTORS®