



ARIZONA CRS CHAPTER
 PMB #139
 3305 N. SWAN #109
 TUCSON, AZ 85712

Presenting CRS 204

Creating Wealth through Real Estate Investments

More people have become wealthy investing in real estate than many other investments. Agents who want to learn the specific secrets to smart real estate investments can discover them in this course. Students will learn how to identify the right opportunities in a down market or an up market, compare real estate with other investments and create additional wealth – for themselves and their clients. This high-energy course explores another way to generate sales that has been overlooked. And the results can be life changing! This class is a must for any real estate professional looking to create wealth through residential real estate investment.

Course Content:

- Identifying money-making opportunities
- Comparing potential investment opportunities
- Retirement planning and investing Calculating initial investment to rate of return

Required for CRS 210:

Financial Calculator. Recommended are the HP-10BII, HP-12C, or the TI-BA real estate calculator.

INSTRUCTOR

Chris Bird began his finance career more than 30 years ago with a degree in accounting and a minor in business administration. He was an IRS agent from 1970 to 1986 and then started his own company, Chris Bird Seminars, Inc. He now leads more than 125 seminars a year on accounting, financial planning, wealth building, residential rental property ownership, and tax strategies for the real estate and financial industries nationwide. His presentation credits also include widely acclaimed courses at conventions hosted by the NATIONAL ASSOCIATION OF REALTORS® and Howard Brinton Star-Power™ conferences.

Mr. Bird is an adjunct instructor of tax law at the University of Illinois. He is also a Senior Faculty Instructor for the REALTOR® Institute and the REALTORS® Land Institute. He currently holds his real estate license, and has the Certified Financial Planner designation (CFP) and Enrolled Agent status with the IRS

CRS Core Courses

- ***CRS 200 Business Planning and Marketing**
- ***CRS 201 Listing**
- CRS 202 Sales
- ***CRS 204 Wealth Building**
- CRS 206 Technology
- ***CRS 210 Referral**

CRS Elective Courses

- CRS 103 Maximize Your Potential...Personally and Professionally
- CRS 105 Making the Right Real Estate Finance Decisions
- CRS 106 Fundamentals of Real Estate Technology
- CRS 107 Mastering the Art Of Selling New Homes
- Advanced Marketing Systems and Techniques for the Recreation & Resort Specialist
- Advance Selling Techniques for the Recreation & Resort Specialist
- ***New Negotiating Edge..A 5 Step Behavioral Strategy**
- Ninja Selling
- Ninja Selling II

***BOLD PRINT DENOTES CLASSES OFFERED IN AZ**



These are a few of the Elective Courses Available

CRS 204 *Creating Wealth through Real Estate Investments*

Presented by: Arizona CRS and West Maricopa County Regional AOR

June 5-6, 2008 : 10451 W. Palmeras 203-N, Sun City, AZ 85373

REGISTRATION PROCEDURES

Students may register at any time prior to the course by sending an application, together with full tuition. Confirmed reservation will be made only upon receipt of the full fee. Additional information will be forwarded with the confirmation.

**CLASSROOMS TEND TO BE COOL,
*PLEASE DRESS ACCORDINGLY!**

CLASS SIZE IS LIMITED, SO REGISTER NOW!

Registration: Thursday, June 5, 2008; 7:30-8:15 am

Class hours: Daily - 8:30 am - 5:00 pm *Classrooms tend to be cool Dress accordingly!

Examination: Students who need credit for this class toward their CRS designation will take an exam on Thursday afternoon.

Lunch Break: 12-1pm (course price includes lunch each day)

ACCOMMODATIONS

Sleeping accommodations are the responsibility of the student and should be made directly with the hotel of your choice. A list of hotels with special rates will be provided. Please mention the West Maricopa County Regional Association of REALTORS® Select Rate when you call.

CANCELATIONS AND REFUNDS

Two weeks prior to class:

Full refund less \$20.00 service charge

From 2 weeks to 72 hours Prior to class:

75% of the tuition fee refunded

“NO SHOWS” :

Forfeit their enrollment fees.

REGISTRATION

Print Only:

Location: **West Maricopa County Regional AOR**

Date: **June 5-6, 2008**

Name: _____

Firm: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

Email: _____

N.A.R. Designations Held: _____

Nickname for Badge: _____

Enclosed is my check for \$ _____

VISA MC AMEX Exp. Date /

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Authorization Code:

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Signature if Charging: _____

CHECKS SHOULD BE MADE PAYABLE TO:
West Maricopa County Regional AOR
10451 W. Palmeras 203-N, Sun City, AZ 85373
Or Fax to: 623-974-3789

I have a disability which requires special accommodations

TUITION

- \$275.00 IF postmarked by May 21, 2008,
- \$300.00 there after.
- CRS Designees may enroll for only \$250.00.
- **NOTE: Tuition includes: All Lectures, Course Material, Continental Breakfast, Lunch and 2 Breaks on Both Class Days.**
- **NOTE: This class is pending approval from Arizona Department of Real Estate**

MAKE CHECKS PAYABLE TO:
West Maricopa County Regional AOR

Please attach a business card to your enrollment form

FOR ADDITIONAL INFORMATION, CALL:

Melody Hoover: 623-974-0555
WeMar Regional Assoc. of Realtors

-or-

JOEY HALLATT, ABR, CRS
602-672-0341 or Email: Joey@JoeyHallatt.com

*If you fail to receive a written confirmation from us within 10 days please call us to make sure your application has been received .
Thank you!*