



CRS
206

Technologies to Advance Your Business

Streamline your Business and Advance your Business in Any Market

Maximize your productivity – and your profits – with the Technology Course from the Council of Residential Specialists, sponsored by the Durham Regional Association of REALTORS®.

Through this solution-oriented course, you will learn how to utilize digital imaging; examine a variety of virtual tours and their marketing applications; understand the power of PDA's and other handheld computing technologies. With lessons from the Technology Course, you will learn about:

- Using a contact manager
- Creating printed and multimedia presentations
- Online services, e-mail and the Internet
- Improving time management

CRS 206 Technology Course earns you two units of credit toward the Certified Residential Specialist Designation.

CRS206
June 18th & 19th **8:30am – 5:00pm**
Early Bird Registration **\$300**
Registration After May 30th **\$325**

Instructor: Mike Selvaggio, CRS



Mike entered the real estate business in 1975. He is a licensed broker and REALTOR® in Delaware and Pennsylvania. He sells and lists resale homes and also actively markets new-home communities.

As a Life Director for the Home Builder's Association of Delaware, Mike has been able to bring sales and marketing ideas to students that not only work, but have been "field tested." He thoroughly enjoys educational sessions with other real estate professionals. Mike is a Senior Instructor with the Council of Residential Specialists, an affiliate of the National Association of REALTORS®, and is now serving as the 2008 National President of the Council of Residential Specialists.

"CRS members comprise just 4 percent of all REALTORS®. CRS Designees earn an average of \$110,000 annually and nearly three times as much as the \$37,300 that the average REALTOR® who sells real estate earns.

Course Location & Sponsor:

Durham Regional Association of REALTORS®
 4236 University Drive ~ Durham, NC 27707
 Office 919.403.2117 ~ Fax 919.403.2021
 For Directions visit our website at www.durhamrealtors.org

CRS206 Registration

You may also register at our website: www.durhamrealtors.org

Name:				
Company:				
Address:				
City:		State:		Zip:
Phone:		Email:		Fax:
Payment	<input type="checkbox"/> Visa	<input type="checkbox"/> MasterCard	<input type="checkbox"/> Check (Payable to DRAR)	<input type="checkbox"/> Cash
Card Number:			Exp Date:	

Cancellation Policy: Course registrations are non-transferable and non-refundable.