

Earn up to 6 Hours CRS
Elective Credit for both classes!



Council of Residential Specialists
KANSAS CHAPTER
The Proven Path To Success

Training with Mark Porter

February 25, 2014

Program: 9:00 am – 4:30 pm



KAR Education Center
3644 SW Burlingame Rd.
Topeka, KS 66611



Working in the Cloud:

9:00 am – 12:00 pm

In this challenging market, REALTORS need to be efficient and productive at all times. The ability to keep files in-synch and accessible while on-the-go is a key element to success in this busy lifestyle. Learn how to take your business in the cloud and never again be caught without the information you need!

- The efficiencies of storing data in the sky
- Working with Dropbox, the cloud computing hybrid
- Dropbox vs. SkyDrive vs. Google Drive vs. iCloud
- Email Exchange with Office 365
- Reducing costs with online documents
- Getting organized with paperless file systems
- Electronic Signatures with DocuSign & Adobe
- File sharing with customers, clients & vendors
- The highest ranked scanner for going paperless
- Google Apps for Business

*Upon successful completion of this course, attendee earns 3 hours elective credit toward the CRS Designation

Get Back to Work or Get Out!:

1:30 pm – 4:30 pm

It's a new market and it's a tough market. Why do some agents love it while others are running for the hills? Whether you are flying by the seat of your pants or you feel like you have it pretty well together, you can benefit from an extra proactive review of your systems. This a guided interactive discussion on what is working, why and how you can make it better.

BETTER SYSTEMS TRANSLATE INTO MORE LISTINGS, HAPPIER CLIENTS & ULTIMATELY BIGGER PROFITS!

- Building systems that bring happy consumers to closings
- How to fix everything, the system review process
- Understanding the new marketing model in real estate
- The Financial Model of Real Estate Sales
- Calculating how many prospects it takes to reach your goal
- Clarify "The Why" to Find your Motivation
- Action Plans in your contact manager.
- Getting Clarity of Focus
- Going home with a plan and a commitment

*Upon successful completion of this course, attendee earns 3 hours elective credit toward the CRS Designation

TO REGISTER: Please fill out the registration information below and fax to Kansas Association of REALTORS at (785) 267-1867 or email to Jackie Hovey at: education@KansasRealtor.com. Please call (800) 366-0069 Ext. 2130 with any questions.

Name _____ Company _____

Address _____ City, State, Zip _____

Phone _____ E-mail _____

\$60 KS CRS Member (both courses) \$75 Non- KS CRS Member (both courses)

\$35 KS CRS Member (one course) \$45 Non- KS CRS Member (one course)

Total Payment Amount: \$ _____

Payment Method:

Check Enclosed made payable to: Kansas Association of Realtors (Mail to: 3644 SW Burlingame Rd., Topeka KS 66611)

Credit Card (Visa MasterCard or American Express)

Security # _____

Account Number _____

Exp. Date _____

Signature _____

