



COUNCIL OF REAL ESTATE
BROKERAGE MANAGERS

Performance Leadership:

Attract, Develop & Keep Successful Sales Associates

DETAILS

DATE: April 3 & 4, 2008
(Thursday & Friday)

TIME: 8:00- 5:00 (both days)
Light Breakfast & Lunch Included

3 CRB Credits

INSTRUCTOR: Albert J. Mayer III, CRB,
CRS, GRI

COURSE LOCATION: Beaver Run
Resort & Conference Center, 620 Village
Road, Breckenridge, CO 80424-2115

TUITION: \$550.00 Early bird registration
before March 3, 2008.
\$600.00 on or after March 3, 2008
\$290.00 CRB Designees

HOTEL RESERVATION RATES:

Beaver Run Resort - Hotel Room -
\$189.00; Deluxe Studio - \$207.00; One
Bedroom or Colorado Suite - \$270.00
Call 800-525-2253 for a room.

Space limited - reserve your room today!

Real estate brokerage managers, responsible for the firm's business results, need to deal with a combination of leadership challenges: the sales force consists of independent sales brokers who run their own respective businesses, turnover or the need to expand the sales team requires constant recruiting, the leadership strategy must integrate a unique and effective way to communicate, motivate and coach as well as the ability to adapt to different people and different situations.

The design of the two-day program provides participants in the course with tools to construct an effective recruiting plan that attracts those agents and sales associates that are a good fit for their business. The course will help participants understand the appropriate management and leadership techniques and apply them to real world situations. As participants progress through the program, they learn management and leadership approaches in a meaningful sequence; and, at the conclusion of each of module, individual participants construct a key part of their overall sales leadership plan.

Reserve Your Spot Today!

CRB designees check this box and fax form to 303.790.7299 to get discounted rate of \$290.



Register ONLINE Now to guarantee your materials at www.ColoradoREALTORS.com/Education.
Or, please fax this form to 303-790-7299 or 800-317-3689. If you have any special needs while attending this class, please email Sallie Arnold at sarnold@ColoradoREALTORS.com.



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or _____ AMEX _____ Visa _____ MasterCard (Appears as "REALTOR® association/MLS" on your statement)

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Refunds: If the course is cancelled, or the student withdraws at least 5 days prior to the course, a full refund will be issued. Cancellation within 5 days of the course will result in a refund of the tuition less a 25% cancellation charge. If the student fails to appear for class or fails to cancel, no refund will be issued. Any refund due to the student will be issued within 30 days of cancellation, subject to receipt of a written request. Notice: Courses are open to both members and non-members of CAR; however, a non-members member will not receive credits toward or qualify for designations offered to REALTORS® by CAR or the National Association of REALTORS® (NAR).