



Council of  
Residential Specialists  

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The Proven Path To Success

CRS 210 The Referral Course  
Knoxville Area Association of REALTORS  
February 23&24<sup>th</sup>

**KAAR Members and TN CRS Chapter Members \$250**

**Non-TN CRS member and Non-KAAR Members \$300**

The Referral Course (CRS 210) from the Council of Residential Specialists will help you refocus your business plan. Through this two-day course, you will learn how to capitalize on one of the strongest tools at your disposal - your existing, satisfied clients.

- Learn to grow a referral business and increase commissions from the people you already know.
- Establish dialogues and strategies for building a referral database and effectively grow a referral business.
- Incorporate social networking into your strategy and make it fun again.

Name \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

Phone Number \_\_\_\_\_

Email \_\_\_\_\_

Credit Card Mastercard \_\_\_\_\_ Visa \_\_\_\_\_ American Express \_\_\_\_\_ Discover \_\_\_\_\_

Card Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

Nerds Number \_\_\_\_\_

There are no cancellations allowed.

To mail a check make it payable to KAAR and send to 609 Weisgarber Road, Knoxville, Tn 37919

Or fax to 865-584-8647. For more information contact Jolynn Newhouse-865-584-8647 or [jolynn@kaarmls.com](mailto:jolynn@kaarmls.com) This class is not approved for Continuing Education Hours.