

# GROW YOUR TEAM

CRS ONE DAY COURSE:



## Building A Team To Grow Your Business

**Friday  
August 10, 2018  
8am**

**Presented by  
High Desert Association of  
REALTORS®**

**Course location:  
11890 Hesperia Rd. Hesperia,  
CA 92345**

**\* Register online at  
[ims.vvar.com](http://ims.vvar.com) \***

To take your business to the next level once you've reached a plateau, you'll need to hire some help. Whether you are a solo agent wanting to close more transactions or a rainmaker looking to increase your team's market share, hiring the right person can help grow your business. This RRC course offers strategies for hiring, delegating and outsourcing tasks to help you focus on activities that make you the most money.

**Upon the successful completion of this course, the student will be able to:**

- Recognize signs that it is time for you to hire
- Assess options for growing your business such as work-for-hire contractors, virtual and on-site assistants, coordinators, buyer specialists, and listing partners
- Apply techniques for soliciting qualified candidates and conducting successful interviews
- Weigh options for team member compensation, work status, licensing, contracts, and job titles and responsibilities
- Implement effective management practices related to onboarding, performance reviews, accountability, and work flow

**Contact the High Desert of REALTORS® to register  
for BUILDING A TEAM TO GROW YOUR BUSINESS  
today at 760-244-8841.**

### **ABOUT CRS**

The Residential Real Estate Council is the largest not-for-profit affiliate of the National Association of REALTORS®. We are a professional network of over 30,000 residential real estate professionals, and we provide the industry's best education, resources and networking opportunities. RRC also awards the Certified Residential Specialist® (CRS) Designation to top-producing REALTORS® who have met specific requirements related to experience, transactions and education.

# REGISTRATION FORM

CRS ONE DAY COURSE



## Building A Team To Grow Your Business



**WHERE: High Desert Association of REALTORS**  
11890 Hesperia Rd. Hesperia, CA 92345

**WHEN: August 10, 2018**

### WHO (ABOUT YOURSELF):

Name \_\_\_\_\_

NRDS# \_\_\_\_\_ License# \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

### REGISTRATION FEE:

**Member \$125      Non-Member \$150**

### WAYS TO REGISTER:

**\*\*\* Early Bird Special- Register before July 18th @ 4:00 pm and save**

**Early Bird Price is: Member \$100 / Non-Member \$125 \*\***

1. Register online at [ims.vvar.com](http://ims.vvar.com)
2. Fill out the above information and Mail to:  
11890 Hesperia Rd. Hesperia, CA 92345
3. Fax to 760-244-5589

Please indicate preferred method of payment:

Credit Card

Please send in your form to complete your registration.

Check enclosed

Make check payable to: High Desert AOR

Send check to: 11890 Hesperia Rd. Hesperia, CA 92345

### CANCELLATION POLICY:

**No Refund Policy**

**Please call 760-244-8841 for any questions.**



For more information on other CRS courses or obtaining the CRS Designation, the premier Designation for residential real estate professionals, visit [www.crs.com](http://www.crs.com).