



ABOUT CRS

With the CRS Designation, you become part of a network of more than 33,000 Certified Residential Specialist Designees and Candidates/General Members. To learn more about the Designation and about CRS courses coming to you, visit WWW.CRS.COM.

CRS two-day courses also earn you credit toward the industry's premier designation in residential real estate.

Additionally, this course may help you earn continuing education credit in North and South Dakota.

Dakotas CRS Chapter
318 W Apollo Avenue
Bismarck, ND 58503

**ANY MARKET IS A GOOD MARKET
TO INVEST IN**

Contact the Dakotas CRS Chapter
to register for **BUYING AND SELLING INCOME
PROPERTIES** today at 800-279-2361

CRS 204: BUYING AND SELLING INCOME PROPERTIES

The *Buying and Selling Income Properties* Course (CRS 204) from the Council of Residential Specialists will help you tap into new opportunities for sustainable financial growth. Prepare for your future with smart, secure tips to help you.

**July 16-17, 2012
8:30am – 5:00 pm**

Presented by
Dakotas CRS Chapter and
SD Association of REALTORS®

Course location:
Howard Johnson Inn & Suites
905 North Street
Rapid City, SD 57701
605-737-4656
888-578-4657



Council of Residential Specialists

The Proven Path To Success



Council of Residential Specialists
The Proven Path To Success

SAVE!!!

Dakotas CRS Chapter Members receive a \$25 discount for any Chapter sponsored course.

NOTE: Students should bring a financial calculator. Recommended are the HP-10BII, HP-12C or the TI-BA real estate calculator.

In **CRS 204:**
BUYING AND SELLING INCOME PROPERTIES course, you will get the tools you need to:

- Learn why this is a good market to invest in **and what to do about it**
- Identify money-making opportunities **and how to act upon them**
- Learn how to evaluate investment property data **and use it to your advantage**
- Map out your plan for retirement **and follow it**

Individuals who take this course will earn 16 Education credits towards the CRS Designation. For more info go to www.crs.com.

CRS Certified Instructor

Chris Bird



Chris Bird has been in the financial business for over 30 years. He started his career with a degree in Accounting and a minor in Business Administration. He also holds the Certified Financial Planner designation (CFP).

Chris was a Senior IRS agent for 16 years. He began conducting courses after leaving the IRS and started his own company, Chris Bird Seminars, Inc. He has presented his widely acclaimed courses multiple times at NAR conventions.

Chris was an adjunct instructor at the University of Illinois in tax law for 20 years. He is a Senior CRS Instructor and a Senior Faculty Instructor for the Realtors Land Institute. He currently holds his real estate license in St. Cloud, Minnesota. Chris has a unique way of making a tough subject (taxes and investments) entertaining and enlightening at the same time.

A block of sleeping rooms is being held at the Howard Johnson. Call 605-737-4656 and mention that you are with the REALTOR® group when making your reservation. Deadline for room reservations is June 15, 2012.

REFUND POLICY- Any refunds for registrations paid with credit card will incur a \$10 fee. Full refund may be returned only if notice of cancellation is submitted in writing to the Dakotas CRS Chapter five days prior to classes. Refund of half the fee will be returned upon receipt of written cancellation no later than two days prior to classes. NO REFUNDS OR CREDITS THEREAFTER. Any refunds will be mailed immediately following the seminar.

If you plan on attending the classes and will need assistance relating to a disability, contact the Dakotas CRS Chapter at 701-355-1010.



CRS 204: BUYING AND SELLING INCOME PROPERTIES

WHERE: Howard Johnson Inn & Suites
905 North Street, Rapid City, SD 57701

WHEN: July 16-17, 2012
8:30am - 5:00pm each day

Name _____

License# _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____

E-mail _____

REGISTRATION FEES:

REALTOR® Members	On or before July 9	July 10 or Later
Dakotas Chapter Members 2-Day Course	<input type="checkbox"/> \$300	<input type="checkbox"/> \$350
National CRS Member 2-Day Course	<input type="checkbox"/> \$325	<input type="checkbox"/> \$375
Non-CRS REALTOR® 2-Day Course	<input type="checkbox"/> \$350	<input type="checkbox"/> \$400

Non-Members		
2-Day Course	<input type="checkbox"/> \$375	<input type="checkbox"/> \$445

Total Amount Due: \$ _____

Visa MasterCard Discover American Express

Account #

Exp. Date _____ Signature _____

Check enclosed payable to: Dakotas CRS Chapter

TO REGISTER:

Online: www.dakotacrs.com <http://www.realtor.org/eCat0866.nsf>

Mail: Dakotas CRS Chapter
318 W Apollo Avenue, Bismarck, ND 58503

Questions: 701-355-1010 or dakotacrs@ndrealtors.com