



Council of  
Residential Specialists  
The Proven Path To Success

# The CRS Designation

The CRS Designation, awarded by the Council of Residential Specialists is the highest professional designation awarded to REALTORS® in the residential sales field. Less than 4% of all REALTORS® hold the CRS® Designation.

**Effective January 1, 2011**

**Requirements are for the United States, its insular possessions and the Commonwealth of Puerto Rico.** There are different options to choose from. Choose the path that best matches your level of experience.

Program	Option A	Option B	Pro-Program*	Managers
<b>Production Requirements</b>	75 transactions within any five years  <b>OR</b> \$25 million within any five years	25 transactions (with no time frame)  <b>OR</b> \$8 million with a minimum of 10 transactions within any 2 years	150 Transactions  <b>OR</b> An average of \$1 million per year of experience with a minimum of 40 transactions  (i.e. 10 years=\$10 mil, 15 years = \$15 mil, 25 years=\$25 mil, etc.)	Directly oversee a minimum of 400 closed residential transactions  <b>OR</b> Directly oversee \$80 million in closed residential transactions  <b>OR</b> Have 4 years of real estate management experience
<b>CRS Education Requirement</b>	32 Credits, 16 Credits Must Come from CRS Courses	48 Credits, 16 Credits Must Come from CRS Courses	16 Credits, 16 Credits Must Come from CRS Courses	48 Credits, 16 Credits Must Come from CRS Courses
<b>Elective Requirements</b>	32 Credits	32 Credits	N/A	32 Credits

*\*To qualify for the Pro-Program individuals must be licensed for a minimum of 10 years.*

Designation Programs require membership in the Council of Residential Specialists. All members are required to maintain active REALTOR® or REALTOR ASSOCIATE® membership in their local board/state association. A \$75 processing fee applies to all designation options. There is no time limit in fulfilling the requirements. **THERE ARE NO EXCEPTIONS TO THE REQUIREMENTS STATED ABOVE.**

# CRS Education

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## CRS Classroom Courses

Business Planning and Marketing – CRS 200	16 Credits
Listings – CRS 201	16 Credits
Sales – CRS 202	16 Credits
Wealth Building – CRS 204	16 Credits
Financing – CRS 205	16 Credits
Technology – CRS 206	16 Credits
Referral – CRS 210	16 Credits
Maximize Your Potential...Personally and Professionally – CRS 103*	8 Credits
Fundamentals of Real Estate Technology – CRS 106	8 Credits
Mastering the Art of Selling New Homes – CRS 107*	8 Credits
Short Sales & Foreclosures: Protecting Your Clients' Interests – CRS 111*	8 Credits
Guiding the Buyer in the Distressed Property Market – CRS 112	8 Credits

## CRS eLearning Courses

Creating Value for Your Clients	8 Credits
Keep It Simple With Low-Cost Online Marketing	8 Credits
Putting Technology to Work for Your Clients	8 Credits
Short Sales & Foreclosures: Protecting Your Clients' Interests *	8 Credits

*Members who previously took CRS 203 and CRS 207 will receive credit for those courses. \*Members who took CRS 203, CRS 205 and/or CRS 207 cannot receive credit for their one-day equivalent. Members will only receive 8 credits for either the classroom or eLearning Short Sales & Foreclosures course.*

## CRS Events

Sell-a-bration, CRS annual education conference - 2005	8 Credits
Sell-a-bration, CRS annual education conference - 2006	8 Credits
Sell-a-bration, CRS annual education conference - 2007	8 Credits
Sell-a-bration, CRS annual education conference - 2008	8 Credits
Sell-a-bration, CRS annual education conference - 2009	8 Credits
Sell-a-bration, CRS annual education conference - 2010	8 Credits
Sell-a-bration, CRS annual education conference - 2011	8 Credits

## CRS Webinars

<i>Complete list can be found on website</i>	1 Credit
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# Elective Credits

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A total of 32 Credits are required to complete your elective requirements for most designation programs. Choose from the following options listed below. Be sure to consult the Council's website at [www.crs.com](http://www.crs.com) for the most up-to-date options.

## Additional CRS Education

**Credit will be given for any Classroom Courses, eLearning Courses, Events and Webinars above the stated Education Requirement. See CRS Education for complete list.**

### Classroom Courses

Discovering the Finance Difference	8 Credits
Exclusively by Referral...The 10 Step PROgram	8 Credits
Extreme Customer Service: Business Protocol for REALTORS	8 Credits
Going Green	8 Credits
Marketing with Microsoft Office**	8 Credits
The New Negotiating Edge...A 5-Step Behavioral Strategy	8 Credits
Ninja Selling	8 Credits
Ninja Selling II: Life Planning	8 Credits
Ninja Selling III: Business Systems	8 Credits
Outlook E-marketing Strategies	8 Credits
Positioning Properties to Compete in the Market**	8 Credits
Rich Buyer, Rich Seller – Part 1: Positioning Yourself as a Luxury Home Expert**	8 Credits
Rich Buyer, Rich Seller – Part 2: A Luxury Marketing Idea Blitz**	8 Credits

*\*\*Live Classroom version only.*

### National Association of REALTORS® Courses

At Home With Diversity (must be taken after 1/1/05)	8 Credits
Green Designation Core Course	16 Credits
Global Real Estate: Local Markets	16 Credits
Resort and Second Home Markets course	8 Credits
Senior Real Estate Specialist Course	16 Credits
Short Sales & Foreclosures Course (through REBAC)	8 Credits

### Distance Learning Courses

203k Specialist Training Program	8 Credits
Certified New Homes Specialist Interactive CD-ROM Training Program*	8 Credits
Residential Construction Certified	8 Credits
Transnational Referral Certification Program (Offered by ICREA)	8 Credits

*\*Course revised to 1 unit on 6/1/06. Members who completed the program prior to 6/1/06 will receive. Students who completed the 16 Credit program cannot receive credit for the 8 Credit course.*

## **Bachelor's Degree, Designation or Certifications**

Bachelor's Degree	<i>16 Credits</i>
ABR	<i>16 Credits</i>
ALC	<i>16 Credits</i>
CPM	<i>16 Credits</i>
CRB	<i>16 Credits</i>
CCIM	<i>16 Credits</i>
GRI	<i>16 Credits</i>
e-PRO	<i>16 Credits</i>

## **Additional Production**

Additional 40 transactions or \$13 million	<i>8 Credits</i>
Additional 80 transactions or \$26 million	<i>16 Credits</i>
Additional 120 transactions or \$39 million	<i>24 Credits</i>
Additional 160 transactions or \$52 million	<i>32 Credits</i>