



Council of Residential Specialists
TEXAS CHAPTER
 The Proven Path To Success



2011—A Great Year for CRS

I am so excited to be the Texas CRS Chapter President this year. Our year got off to a great start with our meeting on February 17th at Sonterra Country Club. The speaker was Tom Morgan, Vice President for Legal Affairs at TAR. Tom updated us on contract and legislative issues in this important year. At that meeting we collected socks for the Haven for Hope / SAMM Ministries Shelter.

Mr. Bob Gardner, CEO of Legacy Mutual Mortgage, will be

our guest speaker for the next luncheon meeting on April 21st. Bob will speak about sales patterns in various subdivisions around the city and changes in mortgage loans. We always look forward to Bob's insights into the local market. We will be sponsoring a "clean out for others" event in July. Just bring your "stuff" to the meeting there will be a truck available for larger donations. The donations will be taken to SAMM Ministries / Furniture for a Cause.



Mission Statement

To increase public awareness of the CRS designation and its value, adhere to our industry's professional standards, and offer educational opportunities that allow us to provide the highest level of service and professionalism to our clients, fellow Realtors, and our community.



Chapter with A Heart Luau

Plans are underway for our annual Chapter with a Heart Project which will be July 22nd at Fair Oaks Country Club. We will be hosting this event to raise money for the Warrior and Family Support

Center at BAMC. Last year's project was very successful, and we hope to be able to provide much needed assistance to the center again this year. The event will consist of live entertainment, dinner, dancing,

silent and live auction along with raffles and prizes. More information will be available soon. Contact Tammy Cooper at tammy-cooper@remax.net for ticket information.

Mahalo Koa!

Volume 1, Issue 1

Newsletter Date—First Quarter 2011

Save the Date!

- April 21st—Luncheon at Sonterra
- May 19th—Social at The Broadway
- April 27th and 28th—CRS course 210—Working with referrals
- June 16th Luncheon at Sonterra
- July 22nd—Chapter with a Heart at Fair Oaks Country Club

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CRS 210—Referral Course

The Chapter will be sponsoring CRS Course 210, Referral Course, on April 27th and 28th at SABOR. This course is designed to help agents build an exceptional customer service referral business. The course will help identify the expectations of the new consumer, the behavior necessary to meet those expectations and specific system to make the agent's business more productive, more profitable and more enjoyable. You will learn to grow a referral business and increase

commissions from people you already know, establish dialogues and strategies for building a referral database, and incorporate social networking into your strategy and make it fun again. The 2 day course will also provide 15 hours MCE credit. Our instructor will be Ed Hatch. Cost for the course is \$295.00, \$250.00 for Texas CRS Chapter members, and \$150.00 for designees. Course will be from 8:30 am—5:30 pm each day.



Your 2011 Leadership Team

President: Diane Craig

President Elect: Jan Hicinbothom

Treasurer: Scott Caballero

Secretary: Judy Dunlap

Past President: Paula Vaudt

Administrator: Pat Farrell

Membership: Judy Dalrymple

Education: Tom Patterson

Public Relations: Karen Hale

Programs: Susan Davis

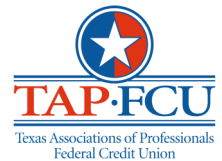
Communications: Gloria Byington

Reservations: Lynn Knapik

Chapter With a Heart: Tammy Cooper

Ways and Means: Kim Bragman

Technology: Chip Brown



2011 Sponsors

Platinum:

RE/MAX of Texas

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About CRS

The CRS designation is one of the most respected in the industry. CRS designees earn a median income of \$85,000 annually, nearly three times the median of realtor associates. CRS designees average 21 transactions per year with gross sales of 3.2 million. Learn more about the CRS designation and about joining our chapter at TexasCRS.com.



Life continues to be a mystery, and we are reminded constantly of the temporary aspect of our time here. We suffered the loss of two of our younger and more recent designees in February. Darrell Muzquiz and Matthew Schulz both passed away suddenly. We will miss them, their youth and their contributions.

