

Registration Fee Example:

Kitty goes to a designation class alone..... "one registration" fee applies.
 Kitty and Della go to a class..... "two registrations" fee applies for each person.
 Kitty, Della and Kristi go to a class.. "three registrations" fee applies for each person. **Each person can register for a different course and receive special pricing. Payment for all attendees must be included with one registration form.**

**DESIGNATION WEEK
REGISTRATION FORM**

REGISTRANT A:
 Name _____
 Firm name _____
 Address _____
 City _____ State _____ Zip _____
 Phone (W) (____) _____ (H) (____) _____
 **e-mail address _____
 WRA member # _____

PAYMENT: Enclosed is my check made payable to the WRA.
 Charge my VISA / MasterCard (circle card type)
 Card # _____ Exp. date _____
 **A confirmation for this course will be sent by e-mail. You can also go to "myWRA" at www.wra.org/myeducation to verify course registration.

REGISTRANT B:
 Name _____
 Firm name _____
 Address _____
 City _____ State _____ Zip _____
 Phone (W) (____) _____ (H) (____) _____
 **e-mail address _____
 WRA member # _____

PAYMENT: Enclosed is my check made payable to the WRA.
 Charge my VISA / MasterCard (circle card type)
 Card # _____ Exp. date _____
 **A confirmation for this course will be sent by e-mail. You can also go to "myWRA" at www.wra.org/myeducation to verify course registration.

REGISTRANT C:
 Name _____
 Firm name _____
 Address _____
 City _____ State _____ Zip _____
 Phone (W) (____) _____ (H) (____) _____
 **e-mail address _____
 WRA member # _____

PAYMENT: Enclosed is my check made payable to the WRA.
 Charge my VISA / MasterCard (circle card type)
 Card # _____ Exp. date _____
 **A confirmation for this course will be sent by e-mail. You can also go to "myWRA" at www.wra.org/myeducation to verify course registration.

**Special Services: Check here if you require special services to attend.
 Attach a written description of needs.**
 Registrant A Registrant B Registrant C

Register by Mail: WISCONSIN REALTORS® ASSOCIATION
 4801 Forest Run Road, Suite 201 | Madison, WI 53704-7337
 Register by Phone: 800.279.1972 | 608.241.2047 | Fax: 608.241.5168

CANCELLATION POLICY: The WRA reserves the right to cancel these courses if not filled. Cancellations must be made in writing prior to the start of courses and will be refunded, minus a \$25 administrative fee. Registrations cannot be transferred from person to person.

(A) <input type="checkbox"/>	(B) <input type="checkbox"/>	(C) <input type="checkbox"/>	Registrant	Thru 1/9/09	After 1/9/09	ATD
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	February 2-5, 2009 GRI Course 2/CRS201			
			One Registration	\$345	\$355	\$375
			Two Registrations	\$335	\$345	
			Three Registrations	\$310	\$320	
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	February 2-5, 2009 GRI Course 3/CRS202			
			One Registration	\$345	\$355	\$375
			Two Registrations	\$335	\$345	
			Three Registrations	\$310	\$320	
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	February 2-3, 2009 CRS 201 Only			
			One Registration	\$295	\$305	\$325
			Two Registrations	\$285	\$295	
			Three Registrations	\$260	\$270	
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	February 4-5, 2009 CRS 202 Only			
			One Registration	\$295	\$305	\$325
			Two Registrations	\$285	\$295	
			Three Registrations	\$260	\$270	
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	February 3, 2009 Positioning Properties to Compete (CRS Elective)			
			One Registration	\$175	\$185	\$205
			Two Registrations	\$165	\$175	
			Three Registrations	\$150	\$160	
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	February 2, 2009 Ninja Selling III Business Systems (CRS Elective)			
			One Registration	\$175	\$185	\$205
			Two Registrations	\$165	\$175	
			Three Registrations	\$150	\$160	
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	February 2-3, 2009 ABR			
			One Registration	\$265	\$275	\$295
			Two Registrations	\$255	\$265	
			Three Registrations	\$235	\$245	
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	February 4, 2009 Foreclosure/Short Sales (ABR Elective)			
			One Registration	\$145	\$155	\$175
			Two Registrations	\$135	\$145	
			Three Registrations	\$120	\$130	
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	February 4-5, 2009 2-Day Green Course (ABR Elective)			
			One Registration	\$295	\$305	\$325
			Two Registrations	\$285	\$295	
			Three Registrations	\$260	\$270	
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	February 3-4, 2009 Intro. to CCIM			
			One Registration	\$345	\$355	\$375
			Two Registrations	\$335	\$345	
			Three Registrations	\$310	\$320	
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	February 3, 2009 CRS Lunch	\$16		

Total: _____

HP 10BII calculator: \$35.00 (includes tax). **Calculator will be held for pick-up at class; or add \$7.50 if you want calculator shipped.**

4801 Forest Run Road, Suite 201 | Madison, WI 53704-7337



Wisconsin REALTORS® Association

Designation Week

Many Designations, One Location!



Multiple Registrations
 SAVE BIG \$\$\$!
 See registration form for details

February 2-5, 2009

GRI | CRS | ABR | CCIM

Plus Courses on Staging, Green Course and Ninja Selling III

Radisson Hotel & Conference Center
 Green Bay, WI



What is Designation Week?

According to the National Association of REALTORS®, designations can almost double your income in real estate. Whether you have a designation, want to earn more or are working towards your first one, Designation Week offers you an opportunity to take multiple courses in one week and make significant progress towards earning nationally-recognized designations – all in one location. This year’s Designation Week will be held at the **Radisson Hotel and Conference Center in Green Bay on February 2-5, 2009**. Get yourself on track to success by putting your education dollars to work at Designation Week.

CRS 201: Listing Strategies *Included in GRI Course 2* February 2-3, 2009

Instructors: LeRoy Houser, CRS and Gee Dunsten, CRS

The quality of your listing skills can give you a strong competitive edge. Only those professionals who learn proven listing strategies will win over the client and increase their conversion rate. “Listing Strategies” will provide you with the important skills necessary to conduct successful listing presentations, price a home to sell, close the transaction and market and promote effectively. The course will take you through an actual listing presentation that will help you understand the key steps in this process and create a system for success.

CRS 202: Effective Buyer Sales Strategies *Included in GRI Course 3* February 4-5, 2009

Instructor: Chuck Bode, CRS

You can enjoy a competitive advantage because you will understand what motivates and influences your customers. “Sales Strategies” will give you the inside track to win over prospective buyers by teaching you the necessary strategies that make your sales quick and efficient. You will learn how to work with today’s new buyer through counseling, salesmanship and negotiation. These effective strategies will give you customers for life.

Ninja Selling III Business Systems (CRS Elective) February 2, 2009

Instructor: Michael Selvaggio, CRS

The new Ninja course brings to the student the tools REALTORS® need to implement the Ninja Selling process with easy to use steps and tools. This is the course that pulls it all together and allows us to be insulated from changes in the marketplace.

Positioning Properties to Compete in the Market – Staging (CRS Elective) February 3, 2009

Instructor: Martha Webb, Author, HGTV Host and Columnist

Staging helps move listings faster for the most money possible by attracting the highest amount of potential buyers. “Positioning Properties to Compete” provides an in-depth look at staging, techniques and ways to integrate it into your practice. Created by Martha Webb, author and producer of “Dress Your House for Success,” you’ll learn how to stage like a pro. This course includes over \$100 in marketing tools and products, including materials created specifically for course graduates.

ABR Two-Day Required Course February 2-3, 2009

Instructor: Barb McGill, ABR, CRB, CRS, GRI, and SRES

Buyer loyalty doesn’t come easily. The Accredited Buyer Representative (ABR®) Designation is the benchmark of excellence in buyer representation. This coveted designation is awarded to real estate practitioners by the Real Estate BUYER’S AGENT Council (REBAC). ABR courses help you master the buyer representation business and gain skills on how to establish repeat customer loyalty. REBAC’s membership numbers over 50,000 and is the world’s largest organization of real estate professionals concentrating on buyer representation.

Short Sales and Foreclosures: What Buyer’s Representatives Need to Know (ABR Elective) February 4, 2009

Instructor: Dave Sayas

In many local markets, the sharp increase in real estate foreclosures and pronounced lag in home sales have fundamentally changed the concerns and needs of today’s real estate buyers and sellers. This course will not only teach you how to spot opportunities for buyer/clients in this unique market segment, but will also teach you how to counsel home-buying clients on the perils of risky finance programs. This course covers a wide range of topics, including how to protect your buyer-clients from foreclosure, the process of short sales, REO properties, how to perform an initial needs assessment for a buyer/client considering a foreclosure property, and more.

New Green Designation Course (Also ABR Elective) February 4-5, 2009

The new Green Designation provides you with the knowledge and awareness of green building principles applied in residences, commercial properties, developments, and communities. It is designed to encourage and promote green excellence for REALTORS® in their practice. Upon completing the two-day course of green real estate principles and one-day elective course you will earn NAR’s Green Designation – a distinction that will set you apart from others.

CI INTRO: Introduction to Commercial Investment Real Estate Analysis February 3-4, 2009

Instructor: Brian Nelson, CCIM

Required Calculator: HP-10BII is highly recommended. Qualifies for 2009-2010 CE 1, CE 2, CE 4.

This introductory course provides a comprehensive overview of the commercial investment real estate industry and familiarizes you with the core concepts taught throughout the CCIM curriculum. You’ll be introduced to each phase of investment analysis, from selecting a property to estimating annual revenues, and apply these skills through a real-world case study. In addition, you’ll learn the importance of conducting a complete market analysis and engaging in tenant negotiations to achieve your investment goals. Enhance your knowledge of commercial investment real estate and expand your contacts among commercial practitioners by enrolling today.

BONUS ENROLLMENT ADVANTAGE: *The WRA’s two-day ABR course also satisfies requirements for 2009-2010 Continuing Education Course 4 and the Intro to Commercial course fulfills CE 1, CE 2 and CE 4. This makes it a highly economical option for you and your office.*

Radisson Hotel & Conference Center
2040 Airport Drive, Green Bay, WI 54313

Room Rate: \$79 – single/double

Release date: 1/16/09

Phone: (920) 494-7300

web site: www.radisson.com/greenbaywi

YOU MAY QUALIFY FOR A SCHOLARSHIP!

There are GRI Scholarship programs available to WRA members. Contact your local Board/Association, the Wisconsin CRS Chapter or the WRA for application information. Information is also listed on the WRA Web site at www.wra.org/grischolarship.

Application deadline is January 9, 2009.

February 09	1	2	3	4	5
Registration: 4:30 p.m. – 7:30 p.m.	█				
Registration: 7:00 a.m. – 8:15 a.m.		██████████			
Orientation: 8:15 a.m.		██████████			
Exhibits Open: 8:00 a.m.			██████████		
GRI 2/CRS 201: 8:30 a.m. – 4:30 p.m.		██████████			
GRI 3/CRS 202: 8:30 a.m. – 4:30 p.m.		██████████			
Welcome Party: 4:30 p.m.		█			
Reception: 4:30 p.m.				█	
CRS 201 (only): 8:30 a.m. – 4:30 p.m.		██████████			
CRS 202 (only): 8:30 a.m. – 4:30 p.m.				██████████	
ABR: 8:30 a.m. – 4:30 p.m.		██████████			
ABR Elective Short Sales & Foreclosures: 8:30 a.m. – 4:30 p.m.				█	
ABR Elective New Green Designation Course: 8:30 a.m. – 4:30 p.m.				██████████	
CRS Lunch: 12:00 p.m. – 1:00 p.m.			█		
CRS Elective 8:30 a.m. – 4:30 p.m. Ninja Selling III Business Systems		█			
CRS Elective 8:30 a.m. – 4:30 p.m. Positioning Properties to Compete (Staging)			█		
CI INTRO: Introduction to Commercial Investment Real Estate Analysis: 8:30 a.m. – 5:00 p.m.			██████████		

This Year’s Designation Courses:

GRI Course 2 | February 2-5, 2009

Instructors: LeRoy Houser, CRS; Gee Dunsten, CRS; Kevin King; Barb McGill, ABR, CRB, CRS, GRI, SRES; Doug Hoffman; and Jim Casey.

The GRI Designation is the most widely recognized of the national real estate designations. This four-day course includes CRS 201 (Listing Strategies for the Residential Specialist), so you can earn required education credits toward your CRS Designation while earning your GRI Designation. GRI Course 2 also covers Selling New Homes in a Buyer’s Market, Personal Promotion, Business Ethics, Environmental Issues ... A Barrier to the Sale, Digital Imaging: Cameras and Virtual Tour Tips & Strategies; PDAs and Wireless: Which One is Best for You; Bringing in the Net: Understanding Internet Marketing; Putting It All together: A Complete Technology System.

GRI Course 3 | February 2-5, 2009

Instructors: Tom Lundstedt, CCIM and Chuck Bode, CRS

This four-day program includes CRS 202 (Sales Strategies) to help you work towards your CRS Designation and your GRI Designation at the same time. The course will also cover real estate investments and exchanging. **Calculator is required for this course.**