



Council of  
Residential  
Specialists

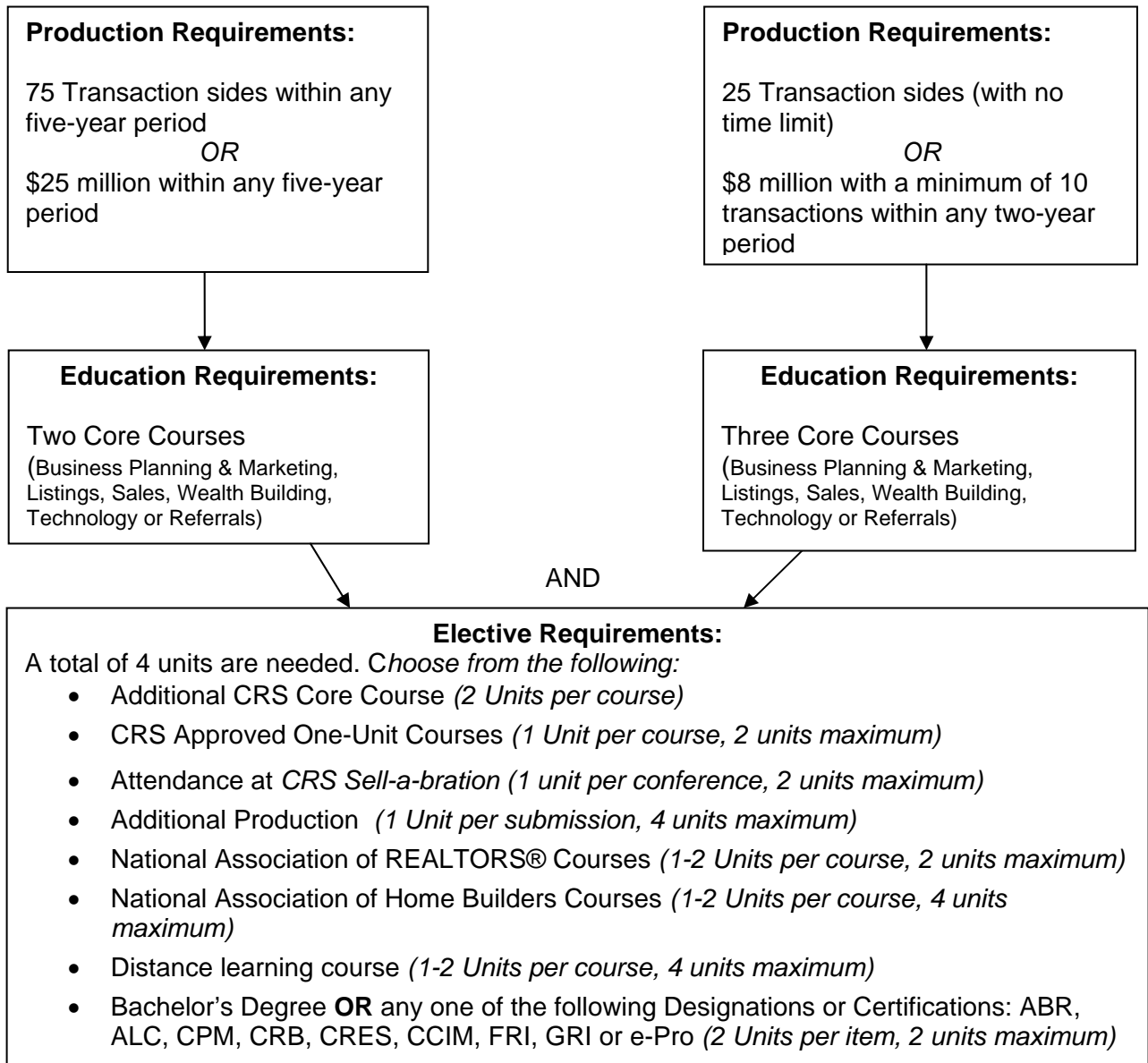
# EARN THE CRS® DESIGNATION

## 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. CRS Designees earn a median income of \$160,500 annually - four times as much as the typical REALTOR® who sells residential real estate.

## THE REQUIREMENTS FOR THE CRS® DESIGNATION

There are two options to choose from. Choose the path that matches your level of experience.



All 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 applications. There is no time limit in fulfilling the education requirements. **THERE ARE NO EXCEPTIONS TO THE REQUIREMENTS STATED ABOVE.**

For more information as well as a listing of course offerings, visit [www.crs.com](http://www.crs.com).



# CRS<sup>®</sup> DESIGNATION CRITERIA FOR MANAGERS

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## CRS DESIGNATION CRITERIA FOR MANAGERS

**NEW!** Now the Council has created a designation track for non selling managers! The Council now recognizes your management experience in lieu of personal volume and transactions.

### Production Requirements:

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Have directly overseen a minimum of 400 closed residential transactions\* **OR**  
Have directly overseen \$80 million in closed residential transactions\* **OR**  
Have four (4) years of real estate management experience

### Education Requirements:

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Any 3 of the following Core Courses

- Business Planning & Marketing – CRS 200
- Listings – CRS 201
- Sales – CRS 202
- Wealth Building – CRS 204
- Technology – CRS 206
- Referrals – CRS 210

### Elective Units:

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A total of 4 units are needed. *Choose from the following:*

- Additional CRS Core Course (2 Units per course)
- CRS Approved One-Unit Courses (1 Unit per course, 2 units maximum)
- Attendance at CRS Sell-a-bration (1 unit per conference, 2 units maximum)
- Additional Production (1 Unit per submission, 4 units maximum)
- National Association of REALTORS<sup>®</sup> Courses (1-2 Units per course, 2 units maximum)
- National Association of Home Builders Courses (1-2 Units per course, 4 units maximum)
- Distance learning course (1-2 Units per course, 4 units maximum)
- Bachelor's Degree **OR** any one of the following Designations or Certifications: ABR, ALC, CPM, CRB, CRES, CCIM, FRI, GRI or e-Pro (2 Units per item, 2 units maximum)

### Additional Information:

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