

Analyzing Your Company for Profit

YOUR INFORMATION:

Name _____

Company _____

Address _____

City/State/Zip _____

Phone _____

Fax _____

E-mail _____

REGISTRATION FEE:

by 2/15/11

after 2/15/11

Midwest CRB Chapter Members:

CRB Designees: \$400 \$450

CRB Candidates: \$420 \$470

Non-Members Midwest CRB Chapter:

CRB Designees: \$415 \$465

CRB Candidates: \$465 \$515

All Others:

\$500 \$550

Please indicate preferred method of payment:

Visa MasterCard Check Enclosed - Payable to: "IL Assn of REALTORS®"

Account Name _____

Account Number _____

Exp. Date _____

Signature _____

SUBMIT THIS FORM TO:

Bethany Barnes

Illinois Association of REALTORS®

522 S. Fifth Street

Springfield, IL 62701

Fax: 217-529-0758

Phone: 800-252-2910 (in IL) or 217-529-2600

E-mail: bbarnes@iar.org



**COUNCIL OF REAL ESTATE
BROKERAGE MANAGERS**

Knowledge Delivered.™

Analyzing Your Company for Profit

SPONSOR: Illinois Association of REALTORS® and Midwest CRB Chapter

LOCATION: DoubleTree Hotel
1909 Spring Road, Oak Brook, IL

Call 800/222-8733 or 630/472-6047 and ask for the Illinois Association of REALTORS® room block for \$109 rate.

DATE: March 8 and March 9, 2011
8:00 a.m. Registration
8:30 a.m. – 5:00 p.m. Course



Drexanne Evers, CRB

Drexanne began her real estate career as a sales associate, then moved on to become a sales trainer and then a sales manager of a branch office. Drexanne is currently a real estate consultant and owner of Drexanne Evers International. She provides complete audits of real estate brokerage firms and suggests possible changes to increase efficiency, productivity, and the bottom line.

Join fellow decision-makers to create valuable, practical solutions to problems that block your company's profits. Return to your office with new energy, a new understanding of income and expenses, and new ideas on how to run your company more profitably!

Learning Objectives:

- Understand why your real estate company may be struggling to make a profit.
- List possible solutions to each type of profit-blocking problem.
- Forecast income and budget expenses to guarantee a profit.
- List components that add value to your real estate brokerage company.

Each participant will receive a CD-ROM with templates and resources!

Who Should Attend?

Brokers, owners, and financial decision-makers responsible for their company's business results.

Contact:

Mary Markovich, CRB Midwest Chapter at 219-916-4821

Wayne Edwards, Illinois Association of REALTORS® at 217-529-2600

OR see reverse side for registration form



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Midwest CRB Chapter

New chapter for CRB members, candidates, and prospects in Illinois, Indiana, Iowa, Michigan and Wisconsin.

Visit www.CRB.com for a complete list of all new management courses