



CRS
204

Creating Wealth through Residential Real Estate Investments

Identify Investment Opportunities in Any Market...Up or Down!

Discover secrets to making smart real estate investments in any market with Creating Wealth through Residential Real Estate Investments from the Council of Residential Specialists, sponsored by the Greater Nashville Association of Realtors.

This high-energy course explores another way to generate sales that has been overlooked. And the results can be life changing! This class is a must for any real estate professional looking to create wealth through residential real estate investment. This course covers:

- Identifying money-making opportunities
- Comparing potential investment opportunities
- Retirement planning and investing
- Calculating initial investment to rate of return

The Wealth Building Course (CRS 204) earns you two units of credit toward the Certified Residential Specialist Designation, the premier Designation for residential real estate agents. Additionally, it is approved for 16 hours of continuing education credit in Tennessee.



Dale Carlton Jr., CRS*

Formerly the senior vice president and executive broker for Arkansas' largest real estate firm, Dale is now the principal broker and owner of Carlton Realty, Inc. He has more than 10 years of experience in real estate, and has brokered more than \$3 billion in closings, has personally sold more than \$100 million in properties, closed more than 700 transactions, and, since 2000, has owned, co-owned or managed more than 200 residential and commercial properties. Dale's high-energy, humorous and knowledgeable presentations have made him a hit as a Senior Instructor for CRS, as well as a teacher for numerous real estate services and designations.

**CRS Instructors are subject to change due to unforeseen circumstances.*

This two-day course will be offered November 18-19, 2009 by the Greater Nashville Association of Realtors, 4540 Trousdale Dr., Nashville, TN 37204 / 615-254-7516 / 888-256-4627 / www.gnar.org



Call 615-254-7516 / 888-256-4627 OR see reverse for registration form.



Registration Form

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Where? Greater Nashville Association of Realtors
4540 Trousdale Drive, Nashville, TN 37204

FAX 615-256-1353 / PHONE 615-254-7516
www.gnar.org

When? November 18-19, 2009; 8:30 a.m. – 5 p.m.

Who? (About yourself) PLEASE PRINT

Name _____

Company _____

Address _____

City, State/Zip _____

Phone _____

E-Mail _____

Real Estate License # _____

Name of Your Realtor Association _____

Registration Fee: GNAR Member \$275 Non-Member \$300 (Includes continental breakfast and lunch)

Please indicate preferred method of payment:

Credit Card (Discover Visa MasterCard AmEx)

Check enclosed \$ _____
Make check payable to: GNAR Education Foundation

Account Name _____

Account Number _____

Exp. Date _____

Signature _____

GNAR cancellation policy: No credit for no shows or cancellations one business day or less before class. A course may be cancelled without charge three business days prior to class (by written notice faxed to GNAR at 615-256-1353). A cancellation/administration fee of 20 percent, up to a maximum of \$50 will be assessed for cancellations two business days before class. Questions? Call 615-254-7516.