



**George "Gee" Dusten, CRS**

Gee Dunsten, a graduate of the University of Maryland, has been in the trenches of the real estate business for three decades, selling over \$200 million during his career. He started in recreational sales and was later an owner/broker. Now, nationally recognized as a residential sales and marketing specialist, his practice is still located on the Eastern Shore of Maryland.

Gee has been a Senior Instructor for more than 10 years with the Council of Residential Specialists and in 2001 served as National President. A prolific author and speaker, his hands on approach to real estate training with leading edge ideas and systems has made him a popular speaker at the NAR conventions as well as numerous state and local association conventions and seminars.

[CLICK TO VIEW A VIDEO MESSAGE FROM GEE DUNSTEN](#)



# Monmouth County Association of REALTORS® Education Committee Presents:



## CRS 200 BUSINESS PLANNING & MARKETING



### *BUSINESS PLANNING & MARKETING FOR THE RESIDENTIAL SPECIALIST*

The Business Planning & Marketing Course (CRS 200) from the Council of Residential Specialists will help you create a strong business that will withstand any market condition – while making a profit.

- **Develop a business plan** to focus your business and start making educated financial decisions
- **Determine financial goals** to create a budget and increase your profits to last through retirement
- **Create a marketing plan** that works with your objectives to get your listings sold
- **Identify action plans** that will work for you to achieve long-term personal and professional goals

The ***Business Planning & Marketing Course*** earns you credit toward the Certified Residential Specialist Designation, the highest professional designation awarded to REALTORS®. Additionally, it may help you earn continuing education credit in your state.

September 29th & September 30th, 2010

**\*\*NEW LOCATION\*\* -**

MCAR Office, 4000 Rt. 66, One Hovchild Plaza, Tinton Falls, NJ

7:30 – 8:30 [Registration & Breakfast]

8:30 – 5:00 [Course Presentation]

\*Lunch is included\*

**COST: \$265.00**

**If you have your CRS Designation and wish to register for this course, you will receive an additional savings of \$50.00. You must mail in the enrollment form with a check.**

Return form with check made payable to MCAR, One Hovchild Plaza, 4000 Route 66, Tinton Falls, NJ 07753 ATTN: Clare

Event CRS 200 - 9/29/2010 & 9/30/2010

Name: \_\_\_\_\_ Agent ID: \_\_\_\_\_

Agency: \_\_\_\_\_ Phone: \_\_\_\_\_



\*\*\* MCAR Members Paying by Credit Card \*\*\* => Go to: <https://ims.momls.com>. Enter your Agent Id number ... Password is: password (you will be prompted to change it). At Member Services menu go to Events then Event Calendar. Select CRS20010. Select Register For This Event. Complete information => Select Add to Cart. Choose credit card and fill in the details and Submit.