



Council of
Residential Specialists
The Proven Path To Success

The CRS Designation

The CRS Designation, awarded by the Council of Residential Specialists is the highest professional designation awarded to agents in the residential sales field.

International Requirements – Effective January 1, 2011

Requirements are for individuals who reside outside the United States, its insular possessions, the Commonwealth of Puerto Rico and Canada.

CRS Education Requirement	32 Credits
Elective Requirements	32 Credits
Production Requirements	<p><i>See List for Country Specifics</i></p> <p>The equivalent to: 75 transactions within any five years</p> <p>OR</p> <p>\$25 million U.S.D. within any five years</p>

Designation Programs require membership in the Council of Residential Specialists. There is no time limit in fulfilling the requirements. **THERE ARE NO EXCEPTIONS TO THE REQUIREMENTS STATED ABOVE.**

Country Specific Transaction Requirements

Country	Agent Production Requirements
Bahamas	25 transactions OR \$8 million
Canada	75 transaction sides within any five years OR \$25 million within any five years
India	12.8 transaction sides OR volume 8.2 crore
Malaysia	30,000,000 Malay Ringgits OR 60 Units AND a minimum of 2 years of experience
South Africa	75 transaction sides within any five years OR R60 000 000 within any five years
Taiwan	10 qualifying activities totaling \$5 million +, in 5 years OR 20 qualifying activities regardless of volume, in 5 years OR \$30 million in volume regardless of number of activities in 5 years
Thailand	70 million Baht OR 24 units
Turkey	12 transactions sides OR 30,000 Turkish Liras
Vietnam	75 billion VND OR 50 units

CRS Education

CRS Classroom Courses

REAP Module A – Business Planning	8 Credits
REAP Module B – Marketing	8 Credits
REAP Module C – Negotiating Strategies	8 Credits
REAP Module D – Working With Clients	8 Credits
Business Planning and Marketing – CRS 200	16 Credits
Listings – CRS 201	16 Credits
Sales – CRS 202	16 Credits
Wealth Building – CRS 204	16 Credits
Financing – CRS 205	16 Credits
Technology – CRS 206	16 Credits
Referral – CRS 210	16 Credits
Maximize Your Potential...Personally and Professionally – CRS 103*	8 Credits
Short Sales & Foreclosures: Protecting Your Clients' Interests – CRS 111*	8 Credits
Guiding The Buyer in the Distressed Property Market – CRS 112	8 Credits

CRS eLearning Courses

Creating Value for Your Clients	8 Credits
Keep It Simple With Low-Cost Online Marketing	8 Credits
Putting Technology to Work for Your Clients	8 Credits
Short Sales & Foreclosures: Protecting Your Clients' Interests *	8 Credits

CRS Events

Sell-a-Bration, CRS annual education conference 2005 - 2011	8 Credits per conference
Sell-a-Bration, CRS annual education conference 2012 - 2013	16 Credits per conference
Listing Legends (Live Event)*	8 Credits
Listing Legends (Recording)*	1 Credit per Module

* Members cannot receive credit for both the live and recorded sessions.

CRS Webinars

Complete list can be found on website	1 Credit
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Elective Credits

A total of 32 Credits are required to complete your elective requirements for most designation programs. Choose from the following options listed below. Be sure to consult the Council's website at www.crs.com for the most up-to-date options.

Additional CRS Education

Credit will be given for any Classroom Courses, eLearning Courses, Events and Webinars above the stated Education Requirement. See CRS Education for complete list.

National Association of REALTORS® Courses

Global Real Estate: Local Markets *16 Credits*

Distance Learning Courses

Transnational Referral Certification Program (Offered by ICREA) *8 Credits*
Online or live, also online version in Spanish

NAR Designation or Certifications *OR College degree*

Bachelor's Degree *16 Credits*
ABR *16 Credits*
ALC *16 Credits*
CPM *16 Credits*
CRB *16 Credits*
CCIM *16 Credits*
GRI *16 Credits*
e-PRO *16 Credits*

Courses/Designations/Certifications

Any conferred by a recognized real estate association or company that has previously been approved by CRS, please see country specifics *8 – 16 Credits*

Years of Experience

5 to 9 Years of Experience *8 Credits*
10 or more Years of Experience *16 Credits*

Additional Production

Equivalent to 40 transactions OR \$13 million U.S. D. *8 Credits*

Country Specific Electives

Canada - FRI or CRES	16 Credits Each
France – Elective Credit waived due to licensing requirements	-----
Turkey - Your Career New Agent Training Course	30 Credits
Turkey - Real Estate Agent Course approved by Turkish Ministry of Education	30 Credits
Turkey - Successful Strategies for Maximum Results	24 Credits
Turkey – SUCCEED Agent Mentor Program	32 Credits
Turkey - Customer Satisfaction Course	12 Credits
Turkey – Sales Closing	6 Credits
Turkey - Residential Properties Course	18 Credits
Turkey – Successful Listing Course	6 Credits

CRS Designation Application Process

The requirements are further explained over the next few pages. The following requirements are for individuals who practice outside the United States, its insular possessions and the Commonwealth of Puerto Rico.

APPLICATION PROCESS FOR CRS DESIGNATION

1. Submit your documentation satisfying all Designation requirements.
 - Council members who submit a Designation application with all required documentation will be awarded the CRS Designation within five business days from receipt.
 - Individuals applying for membership and Designation simultaneously will receive a notice within ten business days from receipt that all necessary documentation has been received and the applicant has been awarded the CRS Designation.
 - If the documentation is incomplete, the notice will indicate the documents necessary to complete the Designation application process.
 - Please note: the timelines are approximate. We will make every effort to process your application within the above stated timeframe except when there are extenuating circumstances.
2. Maintain ongoing active membership in the Council of Residential Specialists.

Production Requirements

Affidavit of Required Transactions

You and your broker must complete the Affidavit of Required Transactions. The Affidavit states that you have completed the required number of residential transactions or volume. Simply indicate your name, the date, and the number of transactions that you have completed and sign the form. You will also need your broker to sign the form verifying that you have met these requirements. If you are the broker, please sign in both places.

Note: A residential transaction must be a single family home, townhouse, cooperative, up to and including four-unit building, duplex, condominium or a permanently affixed mobile home unit. The transaction must have an improvement on the property. For example, water rights, transportable mobile homes, acreage and lots are not acceptable. You may only list transactions for which you completed no less than 50% of the work.



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Affidavit of Required Transactions

Applicant's Name: _____

Date: _____

The undersigned Applicant hereby certifies and swears that all information provided is true and factual. Should the Council find through confirmation or any other means that any statements made by Applicant are not factual; such statements will jeopardize Applicant's ability to be awarded or to retain the CRS designation. The undersigned Applicant declares that the following information is true.

I am an Applicant for the CRS Designation and as a part of that application process I certify that I have completed a minimum of _____ residential transactions* or _____ in volume.

*Credit for completing a residential transaction is available only for the listing or sale of a single family home, a townhouse, a duplex, a building of up to and including four units, a cooperative, a condominium or a permanently affixed mobile home unit that has closed. All residential properties must include an improvement. If Applicant is taking credit for any "co-listing" (a listing or sale that you shared with another sales associate), Applicant may take credit for a half of a transaction, provided that the Applicant completed no less than fifty (50%) percent of the work on that transaction.

Signature of Applicant

Certification of Applicant's Broker

I hereby certify that the above statement concerning the number of transactions in which the Applicant has worked is true and correct and accurately reflects the work done by Applicant.

Name of Broker (Please Print)

Signature of Broker

Date



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Affidavit of Years of Experience

Please complete this form if you choose to use years of experience toward meeting your elective credit requirements.

Applicant's Name: _____

Date: _____

The undersigned Applicant hereby certifies and swears that all information provided is true and factual. Should the Council find through confirmation or any other means that any statements made by Applicant are not factual; such statements will jeopardize Applicant's ability to be awarded or to retain the CRS designation. The undersigned Applicant declares that the following information is true.

I am an Applicant for the CRS Designation and as a part of that application process I certify that I have:

Check one:

- A minimum of five (5) years of real estate experience for 8 Elective Credits
- A minimum of ten (10) years of real estate experience for 16 Elective Credits

Signature of Applicant

Certification of Applicant's Broker

I hereby certify that the above statement concerning the number of transactions in which the Applicant has worked is true and correct and accurately reflects the work done by Applicant.

Name of Broker (Please Print)

Signature of Broker

Date



CRS Designation Application - International

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Send Completed Application to:

Council of Residential Specialists
430 N. Michigan Ave
Chicago, IL 60611

Phone: 800.462.8841
Fax: 312.329.8551
Email: CRSHelp@crs.com

I understand that Council Membership requires annual renewal with membership dues.

The application below is for individuals residing outside of the United States, its insular possessions, the Commonwealth of Puerto Rico and Canada.

- Instructions:**
- Please double-check the documentation that you are submitting with this application
 - Attach all required documentation to the completed form

Name: _____

Home Address: _____

Suburb/Town/Postal Code: _____

Company Name: _____

Company Address: _____

Suburb/Town/Postal Code: _____

Country: _____

Company Phone: _____ Cell Phone: _____

Home Phone: _____ Date of Birth: _____

Email Address: _____ Website Address: _____

Preferred Mailing Address: Company Home

Production and Education Requirements:

I have obtained 32 CRS Education Credits, 32 Elective Credits and completed the equivalent to 75 transaction sales within any five years **OR** \$25 million U.S. D. within any five years

CRS Education

I have completed the following CRS Education requirements

CRS Education: _____ Number of Credits: _____

CRS Education: _____ Number of Credits: _____

CRS Education: _____ Number of Credits: _____

CRS Education: _____ Number of Credits: _____

CRS Education: _____ Number of Credits: _____

CRS Education: _____ Number of Credits: _____

Elective Requirements:

I am submitting the following items to complete my elective requirements

Elective: _____ Number of Credits: _____

Elective: _____ Number of Credits: _____

Elective: _____ Number of Credits: _____

Elective: _____ Number of Credits: _____

Agreement of the Applicant

1. I understand that I cannot use the CRS Designation until I have completed the Designation requirements and have been notified in writing that it has been awarded to me. Such misuse will cause for summary termination of membership.
2. I understand that once I am awarded the CRS Designation, I must maintain my membership in good standing in the Council of Residential Specialists, including the payment of annual dues, to continue to hold and use the CRS Designation.

Signature of Applicant: _____

Billing Information

Membership Fees

\$75 U.S. Annual Dues

Enclosed is my check payable in U.S. funds to the **Council of Residential Specialists**.

You can also apply for membership using a credit card at www.crs.com