

CRS Newsletter – Summer 2001

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President's View

by Sally Hackett, ABR, CRB, CRS



Sally Hackett
2001 Iowa CRS
President

Well, the first six months of this year seem to have flown by — things sure have been hectic with our low interest rates!

I want to start by saying Thank You to Dick Mathes for the great job he did with this year's Iowa CRS Sell-A-Bration. The dinner was elegant and our speaker, Allen Hainge, was terrific. What a great member benefit — I wish more of you would have taken advantage it.

The Washington, D.C., trip was beneficial for our chapter. Recently, CRS entered into an agreement with Homestore.com to designate them as our preferred vendor for providing Web services, Web hosting and I-Lead products. One of the benefits is specifically geared for CRS course purchases. Homestore.com will be a \$500 sponsor for our RS200 course in October.

A special event announcement was made that we should “Seize the Day” at the first CRS Day, set for Nov. 2 at the McCormick Place during the national convention in Chicago. The panel session is *“Sales Strategies and Secrets of CRS Superstars.”*

As far as the summer meetings in Okoboji — I guess everyone must be really busy because our meetings had low attendance. Thanks to Karen Ott for the program on Palm Pilot tips she gave at our CRS luncheon there — great job Karen!

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President's View (cont.)

Convention will be here soon and I hope you will join us for Mardi Gras on the Mississippi. We have some great entertainment for the CRS Fun Night again this year. Lots of food and laughter before you head for the casino. Make sure you check out the schedule of CRS events on page 4.

If you haven't already received it, you should be getting your CRS Directory soon. Members of the Davenport, Waterloo-Cedar Falls, Iowa City, Southwest Iowa and Sioux City boards should check with their executive officers. Cedar Rapids members need to call Lana Baldus. Many thanks to Jon Smith and Brian Scrimager at the Iowa Association of REALTORS® for their help putting the book together.

And finally, be sure to check out page (page goes here) of this newsletter. We have added pictures from this year's Sell-A-Bration held at the University Park Holiday Inn in West Des Moines in April. Around 50 CRS members were there for the education and networking. We hope everyone had a good time.



The class held at this year's Sell-A-Bration was full. Instructor Alan Hainge taught members about *Marketing to Today's Consumer*.



Convention Coming Soon



Susie Banks (left) and Sally Hackett at last year's convention in Des Moines.

Convention 2001 — Mardi Gras on the Mississippi at the Radisson Hotel in Davenport isn't too far away — Sept. 25-28. Come join the fun because your Iowa CRS chapter has many events you can take part in.

One of those events is the CRS business meeting, which is open to all CRS members. The meeting is scheduled for Sept. 25 at 5 p.m. in the Ohio Room at the River Center Complex (the River Center Complex is connected to the Radisson by a skywalk).

CRS Fun Night — always a great time for everybody — is set for Sept. 25 at 7 p.m. in the Radisson Hotel. Fun Night is open to all association members and promises to be a great opportunity for fun, food, laughter and networking.

The Inaugural Gala will be held Wednesday, Sept. 26 at 7 p.m. in the Radisson Ballroom. This event has something extra special for CRS members this year because past CRS President R. Scott Case will be installed as president of the Iowa Association of REALTORS®.

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Convention Coming Soon (cont.)

And finally ... the CRS luncheon will be held at noon on Sept. 27 in the Mississippi Hall in the River Center Complex. The luncheon is open to all convention attendees and will be superb as always.

Join us for **Convention 2001 — Mardi Gras on the Mississippi!**



In the picture to the left, Dick Mathes (middle) enjoys great food during CRS Fun Night at the 2000 convention.



The Street Band was a big hit at last year's CRS Fun Night. This year's event will be as much fun!

Gail Flagel Named to National Post



**Gail Flagel -- ABR,
ABRM, CRB, CRS**

Gail Flagel, First Realty/GMAC in West Des Moines, was elected Financial Vice President of the Council of Residential Specialists at the Washington, D.C. meetings in May.

Flagel has been active in the state chapter for many years and has been a member of the national board of governors for the past six years. In this volunteer position, Flagel will be responsible for strategic planning, and budgeting, as well as giving her a more prominent role on the national CRS leadership team.

“It’s more of a leadership role for me ... and it’s nice to be involved nationally,” Flagel said. “This position offers an opportunity for additional involvement in an organization that has led the professional training of REALTORS® throughout the state and country.”

The Iowa CRS chapter would like to say congratulations to Gail!

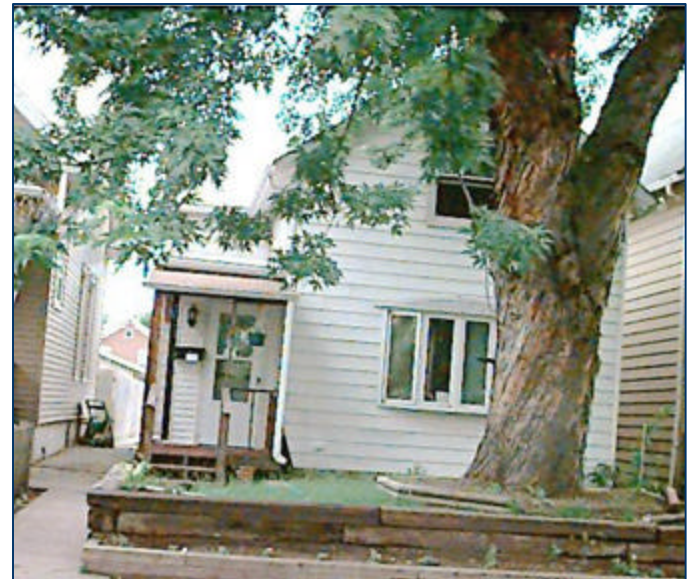


Chapter With a Heart

The Iowa CRS Chapter is involved in the *Chapter With a Heart* program, sponsored by the Council of Residential Specialists. To win recognition, state chapters must be involved in a humanitarian service project and show a commitment to community service.

This year, the chapter (especially Scott Case, Mel Foster Co. in Davenport) has been hard at work, helping one family obtain the American Dream of homeownership. The family has closed on their new home and moved in.

We are hoping to help at least two more families obtain their dream home.



RS200-Business Development Offered in October



Mark your calendar for October 23 and 24 and join us for ***RS 200 — Business Development for the Residential Specialist*** at the Amana Holiday Inn in Amana (take exit 225 off I-80). This year's speaker is Chuck Bode.

The ***Business Development core course*** helps students learn the fundamentals of business planning that can lead to increased profits and productivity. Students learn how to create a detailed business plan that encompasses the essential areas of budgeting, promotions, marketing and cost analysis.

The class runs from 8:30 a.m. to 5 p.m. and you must preregister by October 19 to attend the class. On-site registration is unavailable, so get registered soon. A registration form has been added to this newsletter (see page). Fill it out and send it in now to reserve your spot. We hope to see you there!

New CRS Designees for 2001



The Iowa CRS chapter would like to congratulate and say Welcome! to the new 2001 designees. The new members include the following.

Steve Bock - Ames
Brenda Bradley - Iowa City
Vicki Briscoe - Keokuk
Coe Davis - West Des Moines
Rae Freet - Waterloo
Lary Gaver - Missouri Valley
Susan Grau - Sioux City
Dale Gross - Atlantic
Michael Grossman - Des Moines
Walter Hatfield - Muscatine
Tina Hershberger - Kalona
Karen Kayser - Waterloo
Bernadette Kennedy - Iowa City

Les Larssen - Davenport
Janet Miller - Des Moines
Sherry Padavich - Cedar Falls
Gary Perkins - Des Moines
Tracy Reiten - Coralville
Eric Rose - Cedar Falls
Sue Scarbrough - Waterloo
Shirley Scodeller - Davenport
Carol Seltz - Davenport
Rhonda Stewart - Coralville
Jo Ellen Teeter - Ankeny
Marsha Tiessen - Council Bluffs
Wendy Votroubek - Cedar Rapids
Scott Wendl - Des Moines



National CRS Directory Online

Check your information on www.CRS.net. There you will be able to preview your directory listing and update your information. CRS members should have received a letter in the mail from the RS Council with your ID number and password to access the site.



Sell-A-Bration Pictures



Alan Hainge (left) makes a point during his course on Marketing to Today's Consumer.



More than 25 CRS members attended the great dinner Tuesday night.



You have to admit that the dessert looks great. My favorite, by the way, was the chocolate cake!



More than 50 Iowa CRS members attended the Sell-A-Bration technology session – Marketing to Today's Consumer. Most agreed that this class was a great learning tool for them.



RS200 Registration Form

Name _____ Social Security # _____
Office Name _____
Office Address _____
City, State, Zip _____
Office Phone # _____ E-mail _____
Payment Total: \$ _____ Check # _____
Credit Card # _____ Exp. Date _____

Mail to: Iowa Association of REALTORS®, 1340 NW 114th Street, Suite 100, Clive, IA 50325
Fax Number: 800-874-2002

Location: Amana Holiday Inn – Amana (I-80, Exit 225)
Pre-registration Deadline: October 19, 2001

Pre-registration: \$275 or \$175 for CRS Designees (already have the CRS Designation)
After Pre-registration Deadline add \$25.00 to the price of the course
Class hours: 8:30 a.m.– 5 p.m. each day



2001 Leadership Information

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