

**Tennessee CRS Chapter and
Bristol TN/VA Association of
REALTORS® present:**

**Maximizing Your
Potential Personally
and Professionally
(CRS 103)**

**When: February 21, 2012
8:30 A.M. - 5:00 P.M.**

**Where: Northeast Tennessee
Association of REALTORS®
105 Tri City Business Park, Gray, TN
Instructor: Mark Given**

**8 hours of TN and VA CE Credit
Cost: \$110.00 TN CRS Members
\$150.00 All Others**

**Discount Applies for Enrolling In
Both**

**1 Day Classes
\$190 TN CRS Members
\$265 All Others**



**Tennessee CRS Chapter and
N. E. Tennessee Association
of REALTORS® present:**

**Short Sales and
Foreclosures: Protecting
Your Clients' Interests
(CRS 111)**

**When: February 22, 2012
8:30 A.M. - 5:00 P.M.**

**Where: Northeast Tennessee
Association of REALTORS®
105 Tri City Business Park, Gray, TN
Instructor: Mark Given**

**8 Hours of TN and VA CE Credit
Cost: \$110.00 TN CRS Members
\$150.00 All Others**

**Discount Applies for Enrolling In
Both**

**1 Day Classes
\$190 TN CRS Members
\$265 All Others**

REGISTER BY RETURNING COMPLETED REGISTRATION WITH PAYMENT TO EITHER BTVAR OR NETAR

Please select class registration: Both 1 Day Courses

February 21, 2012 (CRS 103) February 22, 2012 (CRS 112)

NAME _____

FIRM _____

ADDRESS _____

CITY _____ ST _____ Zip _____

EMAIL _____

PHONE _____

TN LICENSE NUMBER _____

VA LICENSE NUMBER _____

**TOTAL PAYMENT
AMOUNT ENCLOSED \$ _____**

PAYMENT TYPE:

CHECK VISA MASTERCARD
 DISCOVER

**CREDIT CARD INFORMATION
(All information must be completed)**

Credit Card

Number: _____

Expiration date: _____ CSC Code: _ _ _

Credit Card Billing Address

Street _____

City _____ STATE _____

Zip _____

**Tennessee CRS Chapter and
BTVAR present:**

Maximizing Your Potential Personally and Professionally (CRS 103)



Mark Given,
Author
CRS and NAR
Senior
Instructor

**When: February 21, 2012
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\$265 All Others
Call BTVAR – 423-968-1192 to enroll
Thanks to BTVAR for co-sponsoring



Maximizing Positive Change answers the question....What do I do today and tomorrow to elevate my business and improve my life? This session is based on research from thousands of successful agents who are profitable no matter what the market is doing. It provides actual tools and formulas that are used to organize your business, give you a weekly routine and provide you with the systems you need for success!

Topics Covered are:

- ✓ Developing a system to find your "why"
- ✓ Creating a daily and weekly **routine** for success
- ✓ Building a systematic approach to your business
- ✓ Building a systematic approach to your life
- ✓ Identifying the need to change

**SPECIAL THANKS TO
OUR
LUNCH SPONSOR**

**TOM HATLEY
PILLAR TO POST**

**Tennessee CRS Chapter and
NETAR present:**

Short Sales and Foreclosures: Protecting Your Clients' Interests (CRS 111)



Mark Given,
Author
CRS and NAR
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Instructor

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\$265 All Others
Call NETAR – 423-477-0040 to enroll
Thanks to NETAR for co-sponsoring



**SPECIAL THANKS
TO OUR LUNCH
SPONSOR**

**TOM HATLEY
PILLAR TO POST**

Working with buyers and sellers of distressed properties can be frustrating and time consuming, but also rewarding. The *Short Sales and Foreclosures* course provides REALTORS® with practical approaches to the pre-foreclosure and foreclosure processes that will result in the successful disposition of these properties. The course explains the intricacies of the short sale and foreclosure processes, as well as the roles of lenders, sellers, buyers, and cooperating agents involved. Dialogues and systems for working with financial institutions and other owners of REO properties are also provided.

Upon the successful completion of this course, the student will be able to:

- Give competent advice and counsel to homeowners who are in danger of losing their home through foreclosure.
- Negotiate successfully with financial institutions and other owners of REO properties.
- Sell and list REO and short sale properties.
- Help clients maintain possession of their homes by creating “short sales” on qualified properties that will lead to the successful sale of those properties. Successfully sell REO and Short Sale properties.



Mark Given

CRS, ABR, GREEN, GRI, SFR, SRES

Mark is a regular keynote speaker for private companies, events, and conventions on building superior leadership skills, developing a unique individual or company culture and the how's, when's, and why's of providing exceptional customer service.

He is a Senior Instructor for The Council of Residential Specialists (CRS), REBAC (ABR, SRES, GenBuy), NAR Green, Ninja Master Instructor, and is a GRI Instructor for many states.

Mark has twice served as President of the Roanoke Valley Lake Gaston Board of REALTORS® and was selected as their REALTOR® of the year in 2006. He served three years as a Dean for the NC Real Estate Education Foundation (NCREEF) and was in the 2004 class of *LeadershipNCAR*. Mark will be the 2013 President of NC CRS, and currently serves on the National Association of REALTORS® Professional Development Committee.

Before his real estate career, Mark spent 20 years as CEO of a multi-state retail sales and rental company and was a frequent speaker at regional and national conventions on building long term relationships and the “how to” of delivering exceptional customer service.

Mark and his wife Janice have 5 children and 4 grandchildren. Their 4 sons are all Eagle Scouts and their daughter Kerri is a perfect teenager!

Mark is co-author of two books, “Finding My Why, Ernie’s Journey....a Tale for Seekers” and the bestseller “Glori’s Story”.