



## I AM A CRS . . .

I take two days a week off, because sawing with a dull saw is ineffective.  
I have balance, because working 80 hours a week to produce 'the good life' is not 'living the good life.'  
I know how many appointments per week it takes to produce my year-end goal.  
I know the 'hard cost' to each listing and each buyer.  
I spend less than what I earn.  
I recognize when something is just not worth it.  
I experience net profit and I know what percentage of gross it is.  
I follow a plan.  
I read my mission statement when I am conflicted about what to do.  
I understand what it takes.  
'Triple track budgeting?' Yes, I have heard the term before.  
My actions are consistent with my values.  
I follow a budget (spending plan).  
**I have taken CRS 200.**

I have a reputation for having clean listings that are priced right.  
My days-on-market is way better than average.  
Clients are relieved because we've already anticipated the issue.  
I know when to walk away, and I know when to run.  
I make promises with conviction because I know I'll do it.  
My list-price to sales-price ratio is almost 100 percent.  
I under promise and over deliver.  
Most of my seller issues went away when I created more prospects than I could handle.  
I have a flyer titled, "The 10 Questions to ask when interviewing a real estate agent."  
**I have taken CRS 201.**

I only work under a buyer rep agreement.  
I insist that all buyers are pre-approved, and selling pre-approval is never an issue.  
I know what to say when they object.  
I have fired more than one buyer, and it did us both a world of good.  
I know the top ten counties in the USA that feed buyers to my marketplace  
I know it's more profitable in the long run to take classes outside my local marketplace.  
I listen and I know why some say, "buyers are liars," but that's not me.  
**I have taken CRS 202.**

I have created my own retirement plan because no one else will.  
I know the difference between ROI and FMRR, or at least I did at one time.  
I believe in what I do.  
I know that selling a client one house every seven years is not as cool as selling them one house every year.  
I practice what I preach.  
I know what a pain in the ass the wrong tenant can be.  
I know that property management may be the right answer, even for me.  
I buy at least one house a year for myself.  
I will NOT retire on the wrong side of the poverty statistics.  
**I have taken CRS 204.**

After the @ sign, my e-mail address matches my Web site address.  
I know just enough about search engine optimization to be dangerous.  
I know how to find help.  
I look at my Google analytics Web site reports at least once a month.  
I use action plans for new listings, contract to close, buyers and SOI marketing.  
I have a presence on Facebook and LinkedIn.  
My CRS profile is linked to my social networking pages.  
Most say I am high-tech.  
I only use a notebook computer, but my docking station makes it look like a desktop.  
I have a Smartphone.  
**I have taken CR S206, and I need to take it again.**

I know what one lead means to me.  
I know that I really don't have to do open houses after all.  
I know that a friend is more fun to work with than a stranger.  
I know that relationships trump collateral marketing every time.  
I know what it means to reap the rewards over the long haul.  
I am having fun, and it just doesn't seem as hard as it used to be.  
I have discovered that being the only "out of town" agent in a class gets me more referrals.  
**I have taken CRS 210.**

I know who gets things done and who just complains.  
I don't criticize, I volunteer.  
I am proud of what I do.  
I get involved.  
**I am a dues-paying member of my local CRS chapter.**

I know what integrity is.  
I earn enough to help others, and I do.  
I know what it means to struggle for what's right.  
I always learn something.  
**I am a CRS and I am proud!**