



# EARN THE CRS<sup>®</sup> DESIGNATION

## THE REQUIREMENTS FOR THE CRS<sup>®</sup> DESIGNATION

There are two options to choose from. Choose the path that matches your level of experience.

### Production Requirements:

75 Transaction sides within any five-year period

OR

\$25 million within any five-year period

### Production Requirements:

25 Transaction sides (with no time limit)

OR

\$8 million with a minimum of 10 transactions within any two-year period

WITH

### Education Requirements:

Four Core Education Units

*Choose from:*

#### Two Unit Courses:

Business Planning & Marketing, Listings, Sales, Wealth Building, Financing, Technology, and Referral

#### One Unit Courses:

Creating Value for Your Clients, Putting Technology to Work for Your Clients

WITH

### Education Requirements:

Six Core Education Units

*Choose from:*

#### Two Unit Courses:

Business Planning & Marketing, Listings, Sales, Wealth Building, Financing, Technology, and Referral

#### One Unit Courses:

Creating Value for Your Clients, Putting Technology to Work for Your Clients

AND

### Elective Requirements:

A total of 4 units are needed. *Choose from the following:*

- Additional CRS Core Education Units (1-2 Units per course)
- CRS Approved One-Unit Courses (1 Unit per course, 2 units maximum)
- Attendance at CRS Sell-a-bration (1 unit per conference, 2 units maximum)
- Additional Production (1 Unit per submission, 4 units maximum)
- National Association of REALTORS<sup>®</sup> Courses (1-2 Units per course, 2 units maximum)
- National Association of Home Builders Courses (1-2 Units per course, 4 units maximum)
- Distance learning course (1-2 Units per course, 4 units maximum)
- Bachelor's Degree **OR** any one of the following Designations or Certifications: ABR, ALC, CPM, CRB, CRES, CCIM, FRI, GRI or e-Pro (2 Units per item, 2 units maximum)

The complete list of electives can be found online at [www.crs.com/Designation/766](http://www.crs.com/Designation/766)

The above requirements are for individuals who practice inside the United States, its insular possessions and the Commonwealth of Puerto Rico. All other individuals must complete the International Designation criteria.

All Designation programs require membership in the Council of Residential Specialists. All members are required to maintain active REALTOR<sup>®</sup> or REALTOR ASSOCIATE<sup>®</sup> membership in their local board/state association. A \$75 processing fee applies to all designation applications. There is no time limit in fulfilling the education requirements. **THERE ARE NO EXCEPTIONS TO THE REQUIREMENTS STATED ABOVE.**

**For more information as well as a listing of course offerings, visit [www.crs.com](http://www.crs.com).**