



The 60-30-30 Designation Program **Frequently Asked Questions**

Background

The CRS Board of Directors recently approved a change in the requirements to achieve CRS designation. The current A & B designation path options as well as Manager's program are being eliminated and replaced with one new path. The Pro program will remain in place and will be re-evaluated at a later date. This change will go into effect on 1/1/18. Below are the answers to several questions we anticipate our members and students may have about the new change.

Questions

1. What is the new CRS 60-30-30 path to CRS designation?

The new 60-30-30 designation path is easier to understand while maintaining the Council's high standards to achieving the prestigious CRS Designation. The new requirements for the 60-30-30 Program are:

- 60 transactions *or*
- \$30 million in volume over the most recent/last three years *and*
- 30 hours of CRS education (classroom or online)

2. How is this different from the previous CRS designation paths?

The Current A & B options and the Managers Program are being eliminated. In addition, CRS elective courses, other designations, or undergraduate/graduate degrees will no longer receive designation credit.

3. Why were these changes made to the program?

The changes were made to make it easier to understand while maintaining the high standards that set it apart and differentiate it from other programs in the marketplace.

4. Are there additional requirements to earn the CRS designation?

The CRS Designation program requires membership with CRS. All members are required to be active REALTOR® or REALTOR® ASSOCIATE members in their local board/state association. Candidates for CRS designation will need to meet the new production and education requirements beginning 1/1/18.

5. Do webinars still count towards designation credit?

No, webinars will no longer count for designation credit. Webinars are still eligible for maintenance credit needed to maintain the CRS designee status.

6. I am currently a CRS Candidate. Will the credits I've already received still be eligible toward designation?

Candidates who join prior to Jan. 1, 2018, will be given until December 31, 2018, to complete the requirements of their current designation path or they may opt to switch over to the new program.

7. When will Option-A, Option-B and the Manager's programs be eliminated?

Option-A, Option-B, and the Manager's Programs will be sunset as of December 31, 2018. At that time, existing candidates will pursue either the 60-30-30 or Pro programs.

8. Are there changes to the CRS Pro Program?

To qualify for the Pro Program, individuals must:

- Be licensed for a minimum of 10 years,
- Document 150 transactions or
- an average of \$1 million in sales per year with a minimum of 40 transactions plus
- 16 CRS education credits (Must come from CRS classroom courses or eLearning courses or Sellabration).

9. Are there any other CRS designation paths besides the two programs now?

No. There are now only two paths to CRS designation.

10. Is the Council planning to add any new requirements to obtain the CRS designation in the future?

No additional changes are anticipated at this time.

11. Will the new designation path changes have any effect on individuals who've already received their CRS designation or former CRS designees wishing to reinstate their designation status?

No, these changes do not affect anyone who previously earned their CRS designation.