

# technologies to advance your business



## WHEN & WHERE

DATES: October 21 & 22  
(8:30 am—5:00 pm each day)

COST: \$299.00  
(includes course materials  
& lunch)

REGISTER: [http://  
ims.suburbanwestrealtors.com](http://ims.suburbanwestrealtors.com)

## CREDITS

1 PA Broker Credit  
15 hours PA 08-10 RE license  
renewal  
12 elective hours DE RE license  
renewal

## CRS 206: Technologies to Advance

The course demonstrates the latest tools and systems that enable you to become more productive, increase your profits and differentiate yourself in the marketplace. Topics include: taking email to the next level for various marketing campaigns, learning new ways to use digital imaging, examining several virtual tours and their marketing applications, understanding the power of PDA's and other handheld computing technologies, and much more!

The course will help students: optimize customer relations management, implement emerging wireless technologies, discover the latest innovations in e-mail marketing and create printed and multimedia presentations.

**Instructor: Mike Selvaggio, CCIM, CRS, GRI**

Mike has been in the real estate business since 1975. He is a licensed broker and REALTOR® in Delaware, Pennsylvania and Maryland. He has also published several articles and authored many courses for his associations and pre-licensing courses. Mike is a senior Instructor with the Council of Residential Specialists (CRS) of the National Association of REALTORS®.

