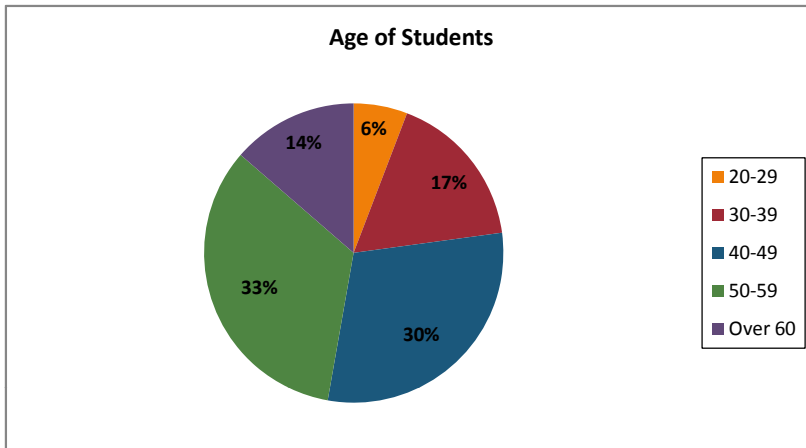


COUNCIL OF RESIDENTIAL SPECIALISTS

Demographic Reports - 2008 (1st, 2nd, 3rd Quarters)

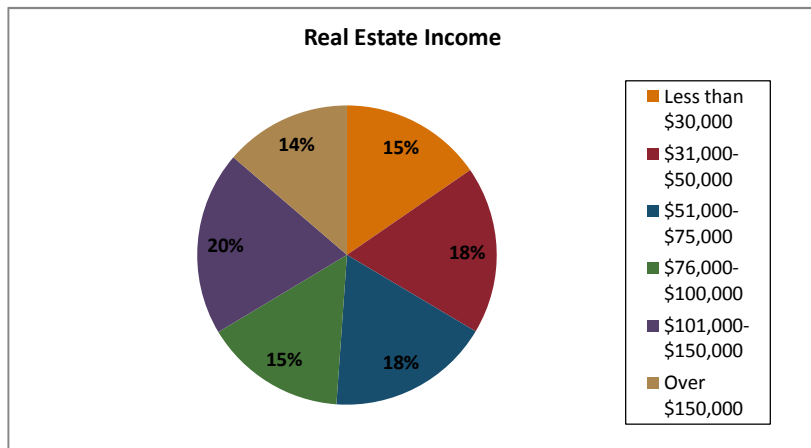
Age of Students

Course	20-29	30-39	40-49	50-59	Over 60
Business Planning and Marketing (CRS 200)	53	184	279	294	122
Listing Course (CRS 201)	46	133	262	309	104
Sales Course (CRS 202)	61	122	228	245	108
Wealth Building Course (CRS 204)	62	167	308	341	132
Financing Course (CRS205)	1	1	8	6	1
Technology Course (CRS 206)	25	98	188	235	97
Referral Course (CRS 210)	27	104	150	165	83
Total	275	809	1,423	1,595	647



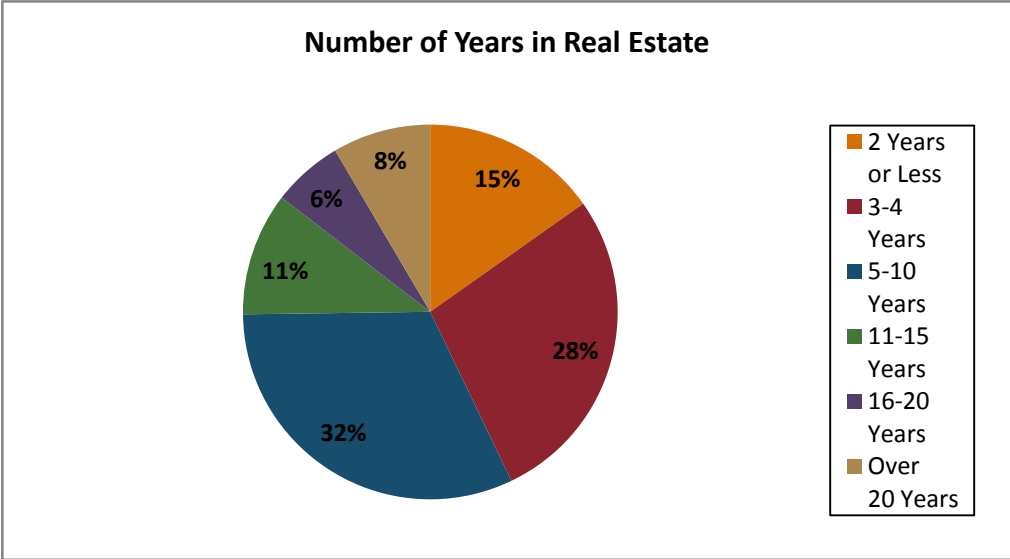
Real Estate Income Reported by Students

Course	Less than \$30,000	\$31,000-\$50,000	\$51,000-\$75,000	\$76,000-\$100,000	\$101,000-\$150,000	Over \$150,000
Business Planning and Marketing (CRS 200)	123	162	163	143	167	150
Listing Course (CRS 201)	152	157	149	116	168	94
Sales Course (CRS 202)	150	149	137	105	106	78
Wealth Building Course (CRS 204)	160	161	162	157	216	133
Financing Course (CRS205)	2	2	4	5	3	1
Technology Course (CRS 206)	79	127	109	97	133	84
Referral Course (CRS 210)	44	76	88	81	123	91
Total	710	834	812	704	916	631



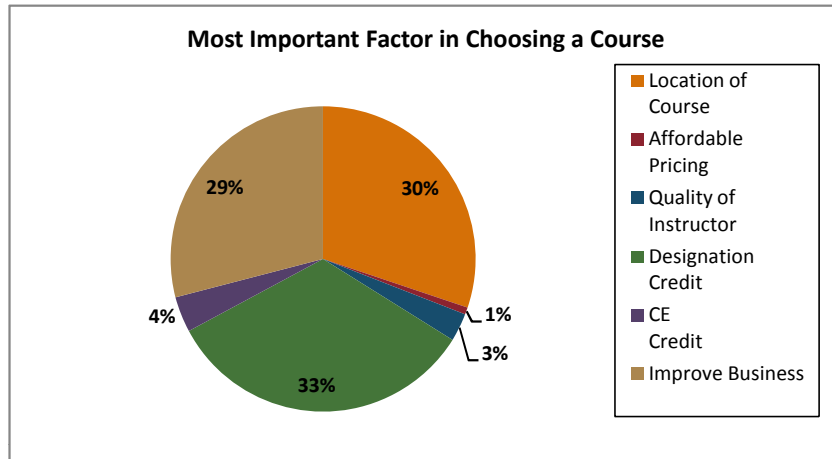
Number of Years in Real Estate

Course	2 Years or Less	3-4 Years	5-10 Years	11-15 Years	16-20 Years	Over 20 Years
Business Planning and Marketing (CRS 200)	114	284	285	93	65	92
Listing Course (CRS 201)	159	245	270	78	43	55
Sales Course (CRS 202)	144	232	242	64	36	48
Wealth Building Course (CRS 204)	152	247	331	125	58	98
Financing Course (CRS205)	3	4	4	1	1	5
Technology Course (CRS 206)	92	157	214	80	49	59
Referral Course (CRS 210)	59	149	172	66	38	46
Total	723	1,318	1,518	507	290	403



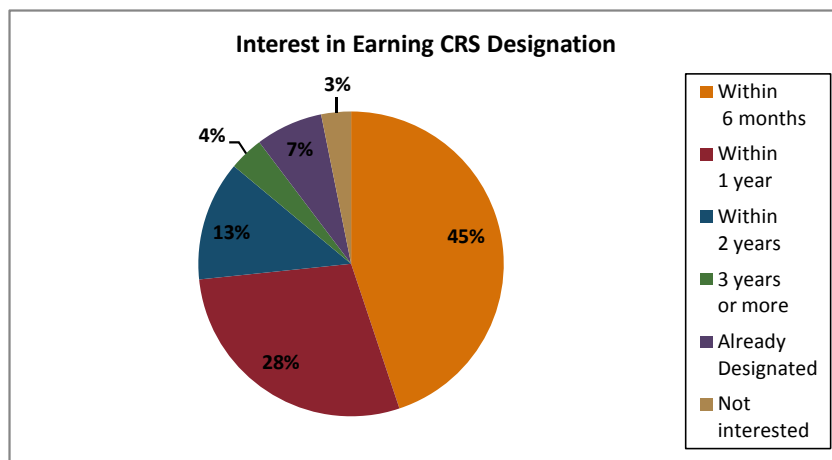
Most Important Factor in Choosing a Course

Course	Location of Course	Affordable Pricing	Quality of Instructor	Designation Credit	CE Credit	Improve Business
Business Planning and Marketing (CRS 200)	252	4	28	338	53	211
Listing Course (CRS 201)	250	9	43	235	16	249
Sales Course (CRS 202)	239	4	10	260	30	185
Wealth Building Course (CRS 204)	239	8	23	304	44	344
Financing Course (CRS205)	0	1	2	7	0	6
Technology Course (CRS 206)	222	6	12	185	14	183
Referral Course (CRS 210)	154	2	15	166	14	127
Total	1,356	34	133	1,495	171	1,305



Interest in Earning the CRS Designation

Course	Within 6 months	Within 1 year	Within 2 years	3 years or more	Already Designated	Not interested
Business Planning and Marketing (CRS 200)	409	279	124	31	49	42
Listing Course (CRS 201)	371	260	116	23	17	16
Sales Course (CRS 202)	323	247	100	33	54	20
Wealth Building Course (CRS 204)	399	257	144	57	99	52
Financing Course (CRS205)	6	4	2	0	5	0
Technology Course (CRS 206)	323	158	76	18	68	7
Referral Course (CRS 210)	278	136	35	10	43	11
Total	2,109	1,341	597	172	335	148



How Students Heard About CRS Course

Course	Another Real Estate Agent	CRS Instructor/ CRS Course	Brokerage Manager	Newspaper/ Magazine Ad	Fax	Web Site/ MLS
Business Planning and Marketing (CRS 200)	154	64	91	12	2	44
Listing Course (CRS 201)	133	56	72	16	6	31
Sales Course (CRS 202)	122	52	61	16	1	26
Wealth Building Course (CRS 204)	161	71	43	11	3	51
Financing Course (CRS205)	2	6	1	0	0	0
Technology Course (CRS 206)	105	37	61	2	0	23
Referral Course (CRS 210)	68	34	46	5	2	9
Total	745	320	375	62	14	184

Course	Meeting/ Convention	E-mail	Telemarketing	Newsletter	Direct Mail
Business Planning and Marketing (CRS 200)	79	194	2	32	76
Listing Course (CRS 201)	34	202	1	31	62
Sales Course (CRS 202)	29	171	0	37	77
Wealth Building Course (CRS 204)	47	281	0	35	61
Financing Course (CRS205)	0	1	0	4	0
Technology Course (CRS 206)	19	163	0	32	44
Referral Course (CRS 210)	15	159	0	18	29
Total	223	1,171	3	189	349

Heard about CRS Course

