



# INTERNATIONAL CRS<sup>®</sup> DESIGNATION

The CRS<sup>®</sup> Designation, awarded by the Council of Residential Specialists, is the highest professional designation awarded to REALTORS<sup>®</sup> in the residential sales field. The following requirements apply to individuals who practice outside the United States, its insular possessions and the Commonwealth of Puerto Rico.

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

### Core Education Requirements:

*You must obtain Four (4) Core Education Units. Select from the following courses:*

<b>Course</b>	<b># of Units</b>
Real Estate Advanced Practices Modules A, B, C and D	
Business Planning – Module A	1 Unit
Marketing – Module B	1 Unit
Negotiating Strategies – Module C	1 Unit
Working with Clients – Module D	1 Unit
OR	
Creating Value for Your Clients (e-Learning course)	1 Unit
Putting Technology to Work for Your Clients (e-Learning course)	1 Unit
Business Planning & Marketing (CRS 200)	2 Units
Listings (CRS 201)	2 Units
Sales (CRS 202)	2 Units
Personal Life Management (CRS 203)	2 Units
Wealth Building (CRS 204)	2 Units
Financial & Tax Advantages for Agents and their Clients (CRS205)	2 Units
Technology (CRS 206)	2 Units
Referrals (CRS 210)	2 Units

### Production Requirements:

To be determined on a country-by-country basis after careful review of the country's real estate market. *(Equivalent to 75 transaction sides OR equivalent to \$25 Million U.S.)\*\**

#### **For Managers:**

- Have directly overseen a minimum of equivalent of 400 closed residential transactions\* **OR**
- Have directly overseen equivalent of \$80 million U.S. in closed residential transactions\* **OR**
- Have five (5) years of real estate management experience

### Elective Requirements:

*A total of four units are required to complete your elective requirements. Choose from the following options listed below. For a complete list of the approved electives visit [www.crs.com](http://www.crs.com).*

<b>Elective Options</b>		<b># of Units</b>
<b>Additional Core Education Units (1–2 units per course, 4 units maximum)</b>		
<i>Creating Value for Your Clients OR Putting Technology to Work for Your Clients (eLearning)</i>		1 Unit per course
<i>Business Planning &amp; Marketing (CRS 200), Listings (CRS 201), Sales (CRS 202), Personal Life Management (CRS 203), Wealth Building (CRS 204), Finance (CRS 205), Technology (CRS 206), OR Referrals (CRS 210)</i>		2 Units per course
<b>Attendance at CRS Sell-a-bration (1 unit per conference, 2 units maximum)</b>		
<b>National Association of REALTORS® Courses (1 – 2 units per course, 2 units maximum)</b>		
<i>International Real Estate for Local Markets (formally CIPS “Essentials”)</i>		2 Units
<b>Distance Learning Courses (1 -2 units per course, 4 units maximum)</b>		
<i>Transnational Referral Certification Program (offered by ICREA)</i>		1 Unit
<b>Bachelors Degree OR any one of the following Designations or Certifications: ABR, ALC, CPM, CRB, CRES, CCIM, GRI, FRI or e-PRO (2 units per item, 2 units maximum)</b>		
<b>Courses/Designations/Certifications conferred by a known real estate association or company (1-2 units per course/designation, 4 units maximum)</b>		
<b>Years of Experience (1 unit for every 5 years of experience, 2 units maximum)</b>		
<b>Additional Production (1 unit per submission, 4 units maximum)</b>		
<i>Equivalent to Additional 40 transactions OR equivalent to Additional \$13 million US</i>		1 Unit
<b>Approved One-Unit Course (1 unit per course, 2 Units Maximum)</b>		
<b>National Association of Home Builders Courses (1-2 Units per course, 4 Units Maximum)</b>		

All Designation programs require membership in the Council of Residential Specialists. 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).**

**\*\*Country Specifics:**

**Canada:** Same as U.S.

**South Africa:** 75 transaction sides within any five years OR R60 000 000 within any five years



# Affidavit of Required Transactions

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Applicant's Name: \_\_\_\_\_

Date: \_\_\_\_\_

The undersigned Applicant hereby certifies and swears that all information provided is true and factual. Should the Council find through confirmation or any other means that any statements made by Applicant are not factual; such statements will jeopardize Applicant's ability to be awarded or to retain the CRS designation. The undersigned Applicant declares that the following information is true.

I am an Applicant for the CRS Designation and as a part of that application process I certify that I have completed a minimum of \_\_\_\_\_ residential transactions\*.

\*Credit for completing a residential transaction is available only for the listing or sale of a single family home, a townhouse, a duplex, a building of up to and including four units, a cooperative, a condominium or a permanently affixed mobile home unit that has closed. All residential properties must include an improvement. If Applicant is taking credit for any "co-listing" (a listing or sale that you shared with another sales associate), Applicant may take credit for a half of a transaction, provided that the Applicant completed no less than fifty (50%) percent of the work on that transaction.

\_\_\_\_\_  
Signature of Applicant

### **Certification of Applicant's Broker**

I hereby certify that the above statement concerning the number of transactions in which the Applicant has worked is true and correct and accurately reflects the work done by Applicant.

\_\_\_\_\_  
Name of Broker (Please Print)

\_\_\_\_\_  
Signature of Broker

\_\_\_\_\_  
Date



# Affidavit of Years of Experience

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**Please complete this form if you choose to use years of experience toward meeting your elective credit requirements.**

Applicant's Name: \_\_\_\_\_

Date: \_\_\_\_\_

The undersigned Applicant hereby certifies and swears that all information provided is true and factual. Should the Council find through confirmation or any other means that any statements made by Applicant are not factual; such statements will jeopardize Applicant's ability to be awarded or to retain the CRS designation. The undersigned Applicant declares that the following information is true.

I am an Applicant for the CRS Designation and as a part of that application process I certify that I have:

*Check one:*

- A minimum of five (5) years of real estate experience for 1 Unit of Elective Credit
- A minimum of ten (10) years of real estate experience for 2 Units of Elective Credit

\_\_\_\_\_  
Signature of Applicant

## **Certification of Applicant's Broker**

I hereby certify that the above statement concerning the number of years in which the Applicant has worked is true and correct and accurately reflects the work done by Applicant.

\_\_\_\_\_  
Name of Broker (Please Print)

\_\_\_\_\_  
Signature of Broker

\_\_\_\_\_  
Date



# CRS DESIGNATION APPLICATION – INTERNATIONAL

**Send completed form to:**

Council of Residential Specialists  
430 N. Michigan Ave  
Chicago, IL 60611

Phone: 312.321.4400  
Fax: 312.329.8551  
Email: crshelp@crs.com

**I UNDERSTAND THAT COUNCIL MEMBERSHIP REQUIRES ANNUAL RENEWAL WITH MEMBERSHIP DUES.**

*Please Print or Type (and attach a business card)*

Name \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

Suburb \_\_\_\_\_ Town \_\_\_\_\_

Postcode \_\_\_\_\_

Business Phone \_\_\_\_\_

Home Address \_\_\_\_\_

Suburb \_\_\_\_\_ Town \_\_\_\_\_

Postcode \_\_\_\_\_

Home Phone \_\_\_\_\_

E-mail Address \_\_\_\_\_

Website Address \_\_\_\_\_

**INSTRUCTIONS**

- Please double check the documentation that you are submitting with this application.
- Attach all required documentation to the completed form.
- Include the \$75 U.S. Membership Dues and send it to the Council.

***Production & Education Requirements***

I am submitting the equivalent of 75 Transactions sides OR the equivalent of \$25 Million U.S. and I have completed the following four Core course units

I am a manager and I am submitting the equivalent equivalent of 400 closed residential transactions\* OR the equivalent of \$80 million U.S. in closed residential transactions OR five (5) years of real estate management experience and I have completed the following four Core course units

Course: \_\_\_\_\_ Location: \_\_\_\_\_ Date: \_\_\_\_\_

Course: \_\_\_\_\_ Location: \_\_\_\_\_ Date: \_\_\_\_\_

Course: \_\_\_\_\_ Location: \_\_\_\_\_ Date: \_\_\_\_\_

Course: \_\_\_\_\_ Location: \_\_\_\_\_ Date: \_\_\_\_\_

**Elective Requirements**

A total of 4 units are needed. Please refer to pages 1-2 for a list of available electives.

Please attach verification of course completion, designations or bachelor's degree.

Elective	Number of Units
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

**AGREEMENT OF APPLICANT**

I understand that I cannot use the CRS Designation until I have completed the Designation requirements and have been notified in writing that it has been awarded to me. Such misuse will cause for summary termination of membership. I understand that once I am awarded the CRS Designation, I must maintain my membership in good standing in the Council of Residential Specialists, including the payment of annual dues, to continue to hold and use the CRS Designation.

Signature \_\_\_\_\_ Date \_\_\_\_\_

**ANNUAL DUES** (if you are currently not a member)

\$75 U.S. Annual Membership Dues

**PAYMENT**

- Enclosed is my check payable to the **Council of Residential Specialists.**
- Please bill my credit card:  Visa  MasterCard  American Express  Discover

Name on Card: \_\_\_\_\_

Card Number: \_\_\_\_\_ Exp. Date \_\_\_\_\_

**Note:** Payments made by credit card will appear on your credit card billing statement under the name 'REALTOR Association/MLS' located in Chicago, IL.

SOURCE: M509