

SEPT 2016

Edition: #21

# WA CRS INFORMER



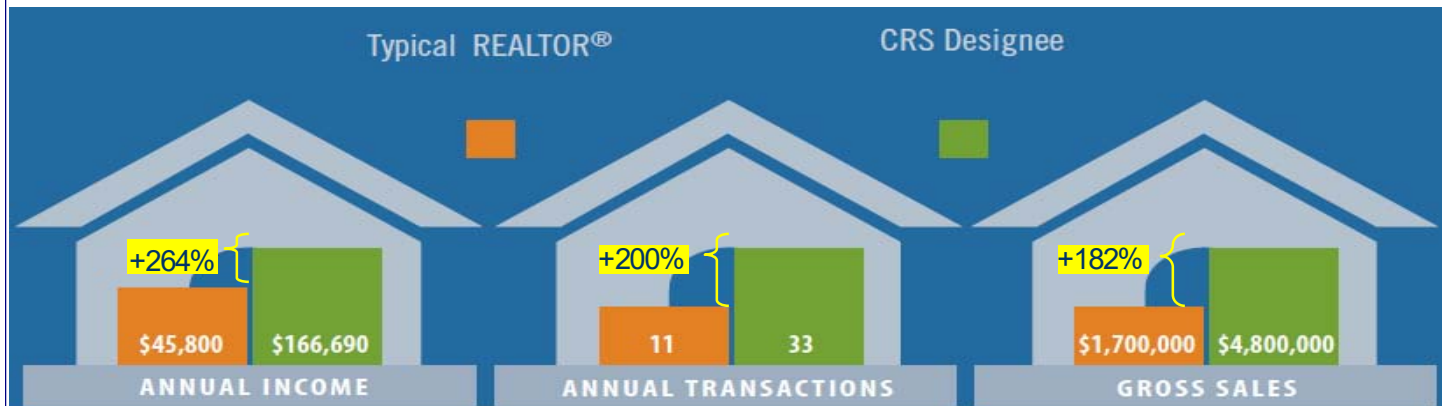
Council of  
Residential Specialists  
The Proven Path To Success



Editor: John D Joynt, CRS [John@JohnJoynt.com](mailto:John@JohnJoynt.com) / 360-346-0017

## WA CRS MISSION STATEMENT

Creating productive and profitable members through exceptional educational, referral and networking opportunities.



### 2016 WA CRS LNG LEADERS

Sharri Bailey, CRS - Yakima  
Virginia Carpenter, CRS - WallaWalla+  
Trisha Cobb, CRS - Clallam/Jefferson  
Susan Cooper, CRS - Skagit  
OPEN, CRS - King Cty West  
Tonia DeBeaux, CRS - Mason/Thurston  
Tom Hormel, CRS - Spokane/Lincoln+  
Norma Jean Jessup, CRS - Chelan+  
Marj Hanaway, CRS - Pierce+  
Suzanne Lambalot, CRS - King Cty SE  
Wayne Langford, CRS - Franklin/Benton  
Penny Hannifin - Kitsap  
David Juhl, CRS, CRS - San Juan/Island  
Gloria Matthews, CRS - Clark/Klickitat+  
OPEN - Lewis/Cowlitz  
Jim Pope, CRS - Watcom  
Jerry Rippeteau, CRS - King Cty NE  
Brenda Rumball CRS - Snohomish  
Mark Powers - King Cty South  
OPEN - Kittitas/Grant/Adams

### 2017 SELL-A-BRATION

FEBRUARY 9-10

ARIZONA GRAND RESORT & SPA  
PHOENIX, ARIZONA

"ALL ABOUT REAL BUSINESS!"

Sell-a-bration is the only event in the industry that is specifically for CRS Designees, candidates and those interested in improving their business through world-class education. This annual event attracts hundreds of top-producing REALTORS® who are seeking to improve their business and increase their referral networks through high-quality education and networking. You won't want to miss it!

### 2016 WASHINGTON CRS OPPORTUNITIES

#### GENERATING LEADS

October 3, 2016

Gresham, OR

Mike Selvaggio, CRS

#### CRS 201 - LISTING STRATEGIES

October 5-6, 2016

Walla Walla, WA

Mike Selvaggio, CRS

#### CRS 202 - BUYER STRATEGIES

November 16-17, 2016

Bellevue, WA

Mike Selvaggio, CRS

For more information please go to [www.crs.com](http://www.crs.com)

### 2016 EXECUTIVE COMMITTEE

Stephanie Callen, CRS  
President 2016  
John Joynt, CRS  
Vice President  
Trisha Cobb, CRS  
1st Vice President, LNG Leader  
Dave Jones, CRS  
Finance Leader  
Darlene Stouder, CRS  
Education Leader  
Marie Hansch  
WA CRS Admin, Tech Leader  
Sharri Bailey, CRS  
Immediate Past President  
Mark Shepherd, CRS  
Regional VP



Dale Carlton, CRS

### CRS 204 INVESTMENTS

Congratulations to the 72 attendees at this great investment class held in Bow, WA Sept 21-22 with instructor Dale Carlton, CRS.

Also, 30 new CRS members enrolled - taking advantage of the free membership for those taking a CRS class in August, September and October. Don't miss this great opportunity!



Thank you to local sponsors



CRS 204 Investments  
Bow, Washington

### NEW RECURITING TOOL!

WA CRS produced a video to help educate new and current WA Brokers of the benefits of CRS membership. Go to:

<https://youtu.be/S-0OXUuHLMc>