

CRS ONE DAY COURSE:

POWER UP ON SMART HOME TECHNOLOGIES

Instructor: Kim Cameron, CRS

WHERE:

Huntington Convention Center
300 Lakeside Ave E
Cleveland, OH 44113

WHEN:

September 17, 2022
8:30 – 5:30 pm

REGISTRATION FEE: RRC Member \$ 100.00 Non-Member \$ 130.00

Price includes lunch.

Register online at www.crs.com

What qualifies as a “Smart Home” and how do you leverage its functions and features in your marketing strategy? Do you have the knowledge and skills it takes to advise your clients to properly value and use various Smart Home technologies? What are the common security and legal considerations associated with buying and selling Smart Homes? These questions and many more are addressed in this brand new one-day course, Power Up on Smart Home Technologies which can be taken individually or as part of the new RRC Smart Home Certification program!

Upon the successful completion of this course, you will be able to:

- Identify what is needed for a house to be considered a smart home
- Apply promotional ideas to make a house stand out for being a smart home
- Apply marketing ideas to own business to stand out in the market
- Assess value of smart home features
- Address security issues when selling/buying smart home technologies
- Recognize the moral, ethical, and legal obligations that come with showing smart tech homes
- Develop and utilize a smart home selling tool kit and smart home transition checklist

Individuals who take this course will earn 8 CRS Education course credits toward the CRS Designation.

Kim Cameron, CRS

Kim is an undiagnosed real estate addict from St. Louis, MO, running her successful team with her business partner, Sid. She is a high energy speaker, trainer, and top producing REALTOR®. As an RPAC Major Investor, Kim is committed to advocacy, protecting property rights and home ownership. She has served the Residential Real Estate Council Board of Directors, Region 6 & Region 8 Vice President, Missouri RRC President, Finance Committee and Masterminds. Kim currently serves on the Missouri REALTORS® Executive Committee, Professional Standards Chair for St. Louis Realtors and is the Recipient of 2019 Elizabeth J. Mendenhall E3 Award from Missouri REALTORS® for Energy, Empowerment and Experience. Kim will pack the day with tips, scripts and content you can immediately implement as well as best practices from her own successful business.

About RRC: The Residential Real Estate Council is the largest not-for-profit affiliate of the National Association of REALTORS®. We are a professional network of over 34,000 residential real estate professionals, and we provide the industry's best education, resources and networking opportunities. CRS also awards the Certified Residential Specialist® (CRS) Designation to top-producing REALTORS® who have met specific requirements related to experience, transactions and education.

CANCELLATION POLICY:

RRC, RRC States and licensees reserves the right to cancel any scheduled course. If a course is cancelled, you will be notified via e-mail or phone and will be given a full refund. RRC, RRC States, and licensees are not responsible for any expenses incurred by the registrant due to cancellation. Class cancellations will be accepted until one week prior to the event. Cancellations will be refunded minus a \$25 administrative fee. No shows will be charged the full registration amount.