

# Analyzing Your Company for Profit

## YOUR INFORMATION:

Name

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Company

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Address

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City/State/Zip

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Phone

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Fax

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E-mail

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### REGISTRATION FEE:

*by 2/15/11*

*after 2/15/11*

#### *Midwest CRB Chapter Members:*

CRB Designees:  \$400  \$450

CRB Candidates:  \$420  \$470

#### *Non-Members Midwest CRB Chapter:*

CRB Designees:  \$415  \$465

CRB Candidates:  \$465  \$515

#### *All Others:*

\$500  \$550

Please indicate preferred method of payment:

Visa  MasterCard  Check Enclosed - Payable to: "IL Assn of REALTORS®"

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Account Name

Account Number

---

Exp. Date

Signature

## SUBMIT THIS FORM TO:

Bethany Barnes

Illinois Association of REALTORS®

522 S. Fifth Street

Springfield, IL 62701

Fax: 217-529-0758

Phone: 800-252-2910 (in IL) or 217-529-2600

E-mail: bbarnes@iar.org



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BROKERAGE MANAGERS**

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# Analyzing Your Company for Profit

**SPONSOR:** Illinois Association of REALTORS®  
and Midwest CRB Chapter

**LOCATION:** DoubleTree Hotel  
1909 Spring Road, Oak Brook, IL

**DATE:** March 8 and March 9, 2011  
8:00 a.m. Registration  
8:30 a.m. – 5:00 p.m. Course



**Drexanne Evers, CRB**

Drexanne began her real estate career as a sales associate, then moved on to become a sales trainer and then a sales manager of a branch office. Drexanne is currently a real estate consultant and owner of Drexanne Evers International. She provides complete audits of real estate brokerage firms and suggests possible changes to increase efficiency, productivity, and the bottom line.

Join fellow decision-makers to create valuable, practical solutions to problems that block your company's profits. Return to your office with new energy, a new understanding of income and expenses, and new ideas on how to run your company more profitably!

**Learning Objectives:**

- Understand why your real estate company may be struggling to make a profit.
- List possible solutions to each type of profit-blocking problem.
- Forecast income and budget expenses to guarantee a profit.
- List components that add value to your real estate brokerage company.

*Each participant will receive a CD-ROM with templates and resources!*

**Who Should Attend?**

Brokers, owners, and financial decision-makers responsible for their company's business results.

**Contact:**

Mary Markovich, CRB Midwest Chapter at 219-916-4821

Wayne Edwards, Illinois Association of REALTORS® at 217-529-2600

OR see reverse side for registration form



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*New chapter for CRB members, candidates, and prospects in  
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