



AAR brings national CRB class to Arizona

Analyzing Your Company For Profit

February 24-25, 2010

AAR Classroom Cost: \$495 Registration link: www.regonline.com/CRBFEB

As a real estate professional, you know that this industry is in a state of constant evolution, ever-changing and always dynamic. As a result, it has become even more important to stay ahead of the information and knowledge curve and strengthen your ability to "think outside the box".

Stay ahead of the competition...learn new trends and business strategies to improve individual and company performance...receive practical and proven tools and ideas.

This course uses case studies of current real estate brokerage companies for practical understanding of the relationship between Gross Commission Income, Variable Expenses, Fixed Expenses, and Profit. What are some current problems blocking profit? Identify these problems and create solutions through exercises, brainstorming and discussion. The participants will go home from this presentation with new energy, a new understanding of income and expenses, and new ideas on how to run his/her company more profitably.

Upon completion of the Course, you will have new energy, a new understanding of income and expenses, and new ideas on how to make your company more profitable.

- List the reasons why your company may be struggling to make a profit.
- Identify the reason(s) why your company has too small or no profit.
- List possible solutions for each type of profit blocking problem.
- Choose the correct line item expense maximum standards for your company in order to make a profit.
- Calculate the financial risk analysis ratios to analyze the financial trends of the company.
- Recite rules of paying compensation to sales associates.
- Forecast income and budget expenses for the next full year to guarantee a profit.
- List components that will add value to your company.

Who Should Attend?

Managers, brokers, owners, team leaders, agents who want to open an office.
(This course counts towards 3-CRB credits)

