



**The 2003
CRS Courses Calendar**
"Knowledge Is Power"
Ask about our 10 plus special offer!

The Arizona CRS Chapter has six CRS courses scheduled for 2003.
We look forward to welcoming you to a 2003 class!

- March 26, 2003 ~ Scottsdale, Arizona
New Homes ~ **A NEW CLASS!**
- March 27-28, 2003 ~ Scottsdale, Arizona
CRS 201 ~ *Listing Strategies for the Residential Specialist*
- June 19-20, 2003 ~ Scottsdale, Arizona
CRS 204 ~ *Creating Wealth Through Residential Real Estate Investments*
- September 18-19, 2003 ~ Tucson, Arizona
CRS 202 ~ *Sales Strategies for the Residential Specialist*
- October 22, 2003 ~ Scottsdale, Arizona
Ninja Selling ~ **A NEW CLASS!**
- October 23-24, 2003 ~ Scottsdale, Arizona
CRS 200 ~ *Business Development for the Residential Specialist*

If you would like to be included on a special preregistration mailing list to have a better opportunity to enroll in any of these classes, please contact:

SARAH FRESE, CIPS, CRS

Fax: (520) 577-1654 • Email: SARAH@SARAHFRESE.COM

*A Special Thank You to all
the contributors to the CRS
Specialist. Your articles
were educational and
informative.*

*Thank you to Corporate,
CRS Class, and Luncheon
Sponsors and Friends
of the Chapter.*

**Watch for all of our
upcoming events
in March!**



RETURN SERVICE REQUESTED

Arizona CRS Chapter
3955 E. Speedway, #102
Tucson, Arizona 85712



SPECIALIST

THE • NEWSLETTER • FOR • CERTIFIED • RESIDENTIAL • SPECIALISTS

Arizona Chapter

Winter 2002

MAKE SURE TO CHECK US OUT ON THE WEB: www.arizonacrs.com

ARIZONA CRS CHAPTER 2002

OFFICERS

PRESIDENT	
Sharon Ellsworth	800-401-5639
PRESIDENT-ELECT	
Sharon Hildebrand	520-977-4852
SECRETARY	
Judy Terrell	602-439-0085(x107)
TREASURER	
Rich Mullins	888-369-4300
IMMEDIATE PAST PRESIDENT	
Christina Maydanis	602-957-8591

COMMITTEES

MEMBERSHIP	
Sharon Ellsworth	800-401-5639
Sharon Hildebrand	520-977-4852
PROGRAMS TUCSON	
Harvey Mordka	520-298-8500
PROGRAMS PHOENIX	
Sharon Applewhite	602-955-0390
PUBLIC RELATIONS/COMMUNICATIONS	
Christine Moore	520- 419-1896
Benny Zenner	928-779-2100
STRATEGIC PLANNING	
Christina Maydanis	602-957-8591
EDUCATION	
Sarah Frese	520-577-1512
Christine Moore	520- 419-1896
CHAPTER WITH A HEART	
Sharon Hildebrand - Tucson	
Christina Maydanis - Phoenix	
LUNCH RESERVATIONS TUCSON	
Tina Banks	520-382-3012
LUNCH RESERVATIONS PHOENIX	
Debi Sanders	602-850-8687
LUNCH SPONSORS PHOENIX	
Cindy Clark	623-362-3000
CORPORATE SPONSORS	
Bob McCleery	520-299-2777

REGIONAL REPRESENTATIVES

CASA GRANDE - Patsy Zeitlin ..	520-836-9494
CHANDLER - Paul Pastore	480-963-6000
FLAGSTAFF - Nancy Branham	928-779-2100
GLENDALE - Judy Terrell	623-439-0085
PINETOP - Rich Mullins	928-369-4300
PRESCOTT - Flo Day	928-771-0007
SEDONA -Barbara Vickers	800-282-2959
SCOTTSDALE-Lucille Fraas	602-483-7474
TEMPE-Larry Sunday	480-838-7772
TUCSON- Bob McCleery	520-299-2777



PEACE ON EARTH !!!!

That is my wish for this Season and my final article. What a time we live in! I never imagined in my youth that our Great Nation would be invaded by anyone, nor did I imagine that we would be constantly looking over our shoulder worried about what will be next. Now, I find it hard to imagine that there will ever be "peace on earth" ! With that said I also hope each of you will have a Wonderful Holiday and celebrate another year in this great

Country selling real estate and being the best agents you can be.

I recently traveled to New Orleans for the National Association of Realtors Convention and National CRS Council business meetings to represent our Chapter. It was very interesting and enjoyable at the same time. The Council is revamping their structure by streamlining committees. I think that is a trend everywhere and has been in our Chapter also. You will see a lot of changes in the way we do things next year in an effort to serve and benefit more of our members more of the time. Please contact any of the officers and let them know if you would like to help out with our State Chapter. This year would not have been possible without the help of our officers and Chairs, President-Elect Sharon Hildebrand, Treasurer-Rich Mullins, Secretary-Judy Terrell, Immediate Past President-Christina Maydanis, Education Chair-Sarah Frese and Co-Chair-Christine Moore, Programs-Harvey Mordka, Public Relations- Christine Moore and Benny Zenner, Lunch Sponsors & Reservations-Cindy Clark, Tina Banks, Debi Sanders and all of the Regional Reps. Thanks to all of you!

At this time I would like to thank and congratulate our officers for next year as follows: Sharon Hildebrand as President 2003, Paul Pastore as President- Elect, Cheryl Terpening as Secretary and Benny Zenner as Treasurer. Thanks to all of them for stepping up to the plate and serving our Chapter. Their term will start in January and I will then be a Past President, but I plan to continue my service to the Arizona Chapter and wish to thank all of you for allowing me to be your President. What a great experience !

By now you have received your 2003 dues billing. Please don't overlook paying the \$40 optional amount as this is how your Chapter is funded to provide the programs we bring to you. If you don't understand what we do I feel compelled to elaborate. We provide the CRS courses to obtain the CRS designation which are very expensive and we have taken a loss on some in the past. We print and distribute a quarterly newsletter to all of our State members as well as other mailers that are sent out to all of you. Some of the other things that we spend the money on is running ads all over the State in different publications promoting the CRS designation and why someone should use a CRS to buy or sell real estate, developing and maintaining our web site www.arizonacrs.com and sending some of our officers to the 2 National meetings to keep us updated on any changes in Council operation, to name a few.

Our final lunch in Tucson this year was on 12/19/02 at Sakura on Oracle Road. Hope to see you at Sell-a-bration in January.

It's been a pleasure!

Sharon
Sharon



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Welcome & Congratulations 2003 Arizona CRS Officers



PRESIDENT
Sharon Hildebrand
CRS, GRI



PRESIDENT-ELECT
Paul Pastore
CRS, GRI



TREASURER
Benedictine Zenner
CRS, GRI



SECRETARY
Cheryl Terpening
ABR, CRS, GRI



**IMMEDIATE
PAST PRESIDENT**
Sharon Ellsworth
ABR, CRB, CRS, GRI



**REGIONAL
VICE-PRESIDENT**
Shelly Campbell, CRS
Honolulu, Hawaii
shelly@shellycampbell.com

CONGRATULATIONS! 2002 Arizona CRS of the Year



Christine Moore, CRB, CRS

It gives me great pleasure to present the Arizona CRS of the Year 2002 to an individual who has served the chapter for many years... on committees, as editor of "The Specialist", as advertising coordinator, as the Co-Chair of the Education Committee, and as a Chapter Treasurer, President, and Immediate Past President, as well as involvement in CRS National Committees!

This individual is very helpful to anyone about CRS. About the Council and the Chapter, always promoting the CRS to all Realtors® as well as telling them the importance of why they need the CRS designation.

She is known as "MS CRS", my friend "Blondie", better known as Christine Moore, the 2002 Arizona CRS of the Year.

Claire Jean Prager, CRS
1999 Arizona CRS of the Year



CONGRATULATIONS! 2002 Arizona Association of Realtors Vision Award



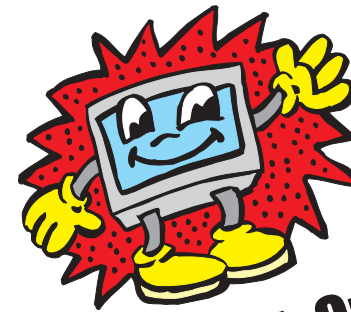
Sarah Frese, CIPS, CRS

Sarah Frese, Arizona CRS Education Chair is the recipient of this year's Vision Award. The award, which began in 1996, recognizes an Arizona Realtor® who best exemplifies the Arizona Association of Realtors® vision as best prepared real estate practitioner with the highest standards. Sarah was selected from more than 29,000 association members.



LEFT
Past Arizona CRS Chapter Presidents Christine Kaputa, David Siweck, Jim Warren, and Sarah Frese, join National Instructor Jock Barker and his wife.

BELOW
CRS Instructor Laine Weade-Austin, CRS, GRI and CRS Class 202 enjoy themselves in Prescott, Arizona.



**Check Out Our New
Look On The Web!**



Education Co-Chair, Christine Moore, CRB, CRS and Chapter President, Sharon Ellsworth, CRB, CRS, at the Scottsdale Association of Realtors® Trade Fair.



**PROUD TO BE AN
AMERICAN!**

Have You Paid Your National & State Dues?



Candidates ~ Check on your necessary requirements to obtain your CRS designation & membership!



Contact Council of Residential Specialist

1-800-462-8841 or go the website at www.crs.com

Contact State Membership: www.arizonacrs.com