

## **Ed Hatch Biography**

As a professional REALTOR, Ed Hatch holds the CRB, CRS, and GRI designations. Since becoming licensed in 1977 he has excelled in every phase of the profession; ... sales person; ... manager; ... and broker owner. Also, he was the 1998 president of the Council of Residential Specialists.

As a trainer, Ed is a senior instructor for the Council of Residential Specialists and as president of Ed Hatch Seminars has spoken to over 100 a year since 1990. He has been a featured speaker at the last *fifteen* consecutive NAR Conventions, *nine* CRS Sell-a-brations, and has spoken internationally in Brazil, Canada, Malaysia, New Zealand, Singapore, South Africa, Sweden, and throughout the United Kingdom.

As an author, Ed has published articles in Real Estate Business, Communique, and Relocation & Real Estate Magazines. Also, he co-authored two CRS courses ... *Business Development For The Residential Specialist* and the new *Building An Exceptional Customer Service ... Referral Business*.