



2012 GRI SCHEDULE FOR PAR

<u>DATES</u>	<u>MODULES</u>	<u>TITLE</u>
January 11	100	Business Planning – NO HOURS PER ADRE
January 24 & 25	101	Selling & Marketing Strategies – 11 General/ 3 Disclosure
February 8 & 9	201	Understanding Transaction Financing – 11 General/ 3 Real Estate Legal Issues
March 7 & 8	202	The Contract Class – 5 Contract Law/3 Agency Law/ 3 Legal Issues/3 Disclosure
April 4 & 5	203	The Agency Course – 3 Contract Law/5 Agency Law/3 Real Estate Legal Issues/3 Disclosure
April 18	307	Fair Housing & Diversity – 6 Fair Housing
May 2 & 3	204	Risk Management – 3 Commissioner's Standards/6 Real Estate Legal Issues/5 Disclosure (meets NAR Code requirement)
May 23 & 24 PER ADRE	314	Technology Strategies for the New Market Place – 14 General
June 6 & 7	308	Safe Real Estate – 5 Commissioner's Standards/3 Legal Issues/3 Disclosure/3 Agency Law
July 11 & 12	202	The Contract Class – 5 Contract Law/3 Agency Law/3 Legal Issues/3 Disclosure
August 7 & 8	203	The Agency Course – 3 Contract Law/5 Agency Law/3 Legal Issues/3 Disclosure
September 12 & 13	201	Understanding Transaction Financing - 11 General/3 Real Estate Legal Issues
October 3	320	Advanced Customer Care through Technology – NO HOURS PER ADRE
October 23 & 24	101	Selling & Marketing Strategies – 11 General/3 Disclosure

Early bird price for one-day class: \$60/ late fee \$85
 Early bird price for two-day class: \$90/ late fee \$125
 Early bird price cut-off is one week prior to a course date

Course dates and modules are subject to change. Be sure to verify module course dates. A module may be cancelled do to low attendance. You will be notified if this occurs.

If you start your GRI in January you will be done by June.