

## 2010 GRI Class Schedule - Required Classes

	<b>100 Business Planning</b>	<b>101 Selling &amp; Marketing</b>	<b>201 Financing</b>	<b>202 Contracts</b>	<b>203 Agency</b>	<b>204 Risk Management</b>	<b>307 Multi Cultural Marketing</b>	<b>308 Safe Real Estate</b>
<b>JAN</b>	13 Phoenix (J.F.) 26 Tucson (M.L.G)	20-21 Phoenix (C.D.H.) 28-29 Prescott (M.V.)	20-21 Wht. Mtn. (P.R.)	28-29 WEMAR (M.L.)	7-8 SEVRAR (A.I.)	14-15 Scottsdale (D.C.)		
<b>FEB</b>		10-11 Tucson (M.V.) 17-18 Wht. Mtn. (M.V.)	10-11 Phoenix (D.C.)	16-17 Prescott (C.D.)	25-26 WEMAR (ML/DF)		2 SEVRAR (T.R.)	4-5 Scottsdale (L.H.)
<b>MARCH</b>		4-5 Scottsdale (M.V.) 22-23 Kingman (M.L.)	10-11 Yuma (N.S.) 25-26 Sedona (N.S.)	8-9 Phoenix (C.D.H.)		25-26 Prescott (M.L.) 25-26 WEMAR (D.M)		
<b>APRIL</b>		15-16 Northern AZ (D.C.) 29-30 SEVRAR (M.V.)	15-16 Scottsdale (N.S.) 22-23 L. Havasu (N.S.)	21-22 Tucson (A.I.)	7-8 Phoenix (ML/DM)		19 Prescott (T.R.) 22 Phoenix (D.C.)	15-16 WEMAR (D.M)
<b>MAY</b>	7 WEMAR (N.S.)		18-19 Tucson (P.R.) 27-28 WEMAR (N.S.)	3-4 Bullhead 13-14 SEVRAR (D.F.)	24-25 Scottsdale (A.I.)	19-20 Phoenix (ML/DM)		
<b>JUNE</b>		24-25 WEMAR (DF/ML)	24-25 SEVRAR (P.R.)	17-18 Northern AZ (D.C.) 22-23 Wht. Mtn. (C.D.H.)	7-8 Kingman (C.D.) 16-17 Tucson (C.D.) 24-25 Prescott (A.I.)		18 Scottsdale (T.R.)	16-17 Phoenix (D.M.)

### Instructors:

*D.C. – David Compton*  
*P.C. – Patricia Clark*  
*C.D. – Cec Daniels*  
*S.D. – Shari Dzubak*  
*D.F. – Diane Flannigan*  
*J.F. – Joeann Fossland*  
*D.G. – David Gilpatrick*  
*M.L.G. – Mary Lee Greason*

*L.H. – Larry Hibler*  
*C.D.H. – C. Dale Hillard*  
*A.I. – Andy Israel*  
*S.J. – Sue Jahns*  
*M.L. – Marge Lindsay*  
*D.M. – Don Martin*  
*M.M. – Mike Mulvena*  
*S.O. – Sherry Olsen*

*J.R. – Jeff Raskin*  
*P.R. – Patrick Ritchie*  
*T.R. – Tina Robbins*  
*R.R. – Ron Roberts*  
*N.S. – Nancy Seago*  
*S.U. – Steve Urie*  
*M.V. – Michael Valenti*  
*J.W. – John Wenner*

## 2010 GRI Class Schedule - Elective Classes

	<b>309</b> Assistants	<b>311</b> Environmental Integrity	<b>312</b> Effective Consumer Svc	<b>314</b> Technology Strategies	<b>315</b> Negotiating	<b>317</b> How to Select A Property Manage. Co.	<b>318</b> Property Management	<b>319</b> 1031 Tax Deferred Exchanges	<b>320</b> Advanced Technology
<b>JAN</b>		15 WEMAR (S.U.)							
<b>FEB</b>			26 Scottsdale (D.C.)						
<b>MARCH</b>				18-19 SEVRAR (J.F.)					23 Tucson (J.F.)
<b>APRIL</b>									
<b>MAY</b>									6 Yuma (J.F.) 21 Scottsdale (J.F.)
<b>JUNE</b>				22-23 Phoenix (J.F.)					

**\*\*The GRI calendar is updated frequently. Please check [www.azgri.com](http://www.azgri.com) for the most current edition.**

## 2010 GRI Class Schedule - Required Classes

	<b>100 Business Planning</b>	<b>101 Selling &amp; Marketing</b>	<b>201 Financing</b>	<b>202 Contracts</b>	<b>203 Agency</b>	<b>204 Risk Management</b>	<b>307 Multi Cultural Marketing</b>	<b>308 Safe Real Estate</b>
<b>JULY</b>	30 Scottsdale (N.S.)			14-15 Phoenix (C.D.H.)		12-13 Bullhead 22-23 SEVRAR (D.F.)	16 WEMAR (D.F.)	
<b>AUG</b>				26-27 Scottsdale (A.I.)	10-11 Phoenix (ML/DM)		3 Tucson (T.R.)	5-6 SEVRAR (L.H.)
<b>SEPT</b>			15-16 Phoenix (D.C.) 30-1 Yuma (ML/AI)			8-9 Tucson 30-1 WEMAR (D.M.)		13-14 Prescott (M.M.) 15-16 Wht. Mtn. (M.M.) 20-21 L. Havasu (MLG)
<b>OCT</b>	6 Phoenix (D.F.) 15 Prescott (N.S.)	19-20 Phoenix (M.L.)			14-15 WEMAR (ML/DF)		28 SEVRAR (T.R.)	7-8 Scottsdale (R.R.)
<b>NOV</b>			18-19 WEMAR (N.S.) 22-23 Prescott (N.S.)	4-5 SEVRAR (A.I.)		11-12 Scottsdale (ML/DF)		10-11 Tucson (M.M.)
<b>DEC</b>	16 SEVRAR (N.S.)	2-3 WEMAR (DF/ML)						9-10 WEMAR (D.M.)

## 2010 GRI Class Schedule - Elective Classes

	<b>311 Environmental Integrity</b>	<b>312 Effective Consumer Service</b>	<b>314 Technology Strategies</b>	<b>315 Negotiating</b>	<b>316 Mentoring &amp; Coaching</b>	<b>317 How to Select A Property Manage. Co.</b>	<b>318 Property Management</b>	<b>319 1031 Tax Deferred Exchanges</b>	<b>320 Advanced Technology</b>
<b>JULY</b>	16 Prescott (MLG)								
<b>AUG</b>							12-13 WEMAR (S.U.) 18-19 Tucson (S.U.)		
<b>SEPT</b>	9 SEVRAR (D.G.)		16-17 Northern AZ (J.R.) 23-24 Scottsdale (J.F.)						
<b>OCT</b>			6-7 Tucson (J.F.)		18 Kingman (D.C.)				
<b>NOV</b>									16 Phoenix (J.F.)
<b>DEC</b>	1 Tucson (M.L.G.)						16-17 L. Havasu (S.U.)	10 Scottsdale (P.C.)	

## REQUIREMENTS TO EARN THE GRI DESIGNATION

All requirements must be completed within five years from your first class. An application fee is due and payable with your first module registration.

<b>Required classes:</b> <b>100,101, 201, 202, 203, 204, 307 and 308</b>	<b>Elective Classes</b> <b>two additional elective classes (Note 314 &amp; 318 count as two classes)</b>
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Two-day classes: 101, all of the 200 series, 308, 314 and 318. All other classes are one-day. All classes begin at 8:00 a.m. **Please note Modules 314 & 318 will count as two electives.** Pricing: **Please contact the Course Provider to verify cost of each class.**

**COURSE ALTERNATIVE:** If you have been in real estate for 3 yrs or more or had a production of 36 closed transaction sides, you may be eligible for the GRI Alternative class option. Information and application form is available on our website: [www.aaronline.com](http://www.aaronline.com). (You must fill out the application form and receive approval **prior to taking the alternative course(s)**). We also offer an online version of Module 100, Business Planning. Complete information regarding this online class is available on our website: [www.AZGRI.com](http://www.AZGRI.com)

### MODULE CONTINUING EDUCATION CREDIT RECAP

All modules offer license renewal credit		General	Contract Law	Agency Law	Commissioners Standards	Legal Issues	Disclosure	Fair Housing Issues
100	Business Planning	6						
101	Selling & Marketing Strategies	11					3	
201	Financing	11				3		
202	The Contract Class		5	3		3	3	
203	The Agency Class		3	5		3	3	
204	Risk Management				3	6	5	
306	Selling New Homes	3		3				
307	Multi-Cultural Marketing							6
308	Code of Ethics/Procuring Cause			3	5	3	3	
309	Assistants	3			3			
311	Environmental Integrity					3	3	
312	Effective Consumer Service	6						
314	Technology Strategies for the New Marketplace	14						
315	Negotiation Through Effective Communication	6						
316	Mentoring and Coaching	<b>NO C/E</b>						
317	How to Select a Property Management Company	3				3		
318	Property Management for Property Managers	6	3		3	3		
319	Tax Deferred (1031) Exchanges & Residential Real Estate Investors	3				3		
320	Advanced Customer Care through Technology	6						

## GRI Course Provider Contact Information

Bullhead City/Mohave Valley.....	928-758-4808
Central AZ.....	928-474-1944
Kingman.....	928-692-3222
Lake Havasu.....	928-855-8423
West Maricopa Regional (Glendale and Sun City areas) .....	623-931-9294
Northern AZ.....	928-779-4303
Phoenix .....	602-246-1012
Prescott.....	928-445-2663
Scottsdale .....	480-945-2651
Sedona.....	928-282-5409
Southeast AZ (Sierra Vista) .....	520-458-7802
SEVRAR (Southeast Valley – Mesa).....	480-833-7510
Tucson.....	520-327-4218
Western Pinal.....	520-421-1222
White Mountain.....	928-537-1107
Yuma.....	928-782-1628

**AAR: 602-248-7787 OR 1-800-426-7274**