



Graduate REALTOR® Institute GRI 100: Standards of Practice



Set yourself apart from the competition

The GRI program is designed to enhance your knowledge of real estate marketing. Completion of the GRI 100, 200 and 300 series (seven 2-day modules) will earn you one of the industry's most respected professional designations – Graduate REALTOR® Institute.

Registration

GRI 100: Standards of Practice (6 days) **\$359**

GRI 101, 102 or 103 (2 days each) **\$139**

Save \$100! Complete all three GRI series at ORRA in 2013, and receive a \$100 rebate.

Terms and conditions: Discount offers may not be combined. No pro-rations. Refund issued after registering at full price and completing 14 days of GRI courses (GRI 100, GRI 200, and GRI 300). Offer does not apply to GRI courses completed prior to 2013. Maximum rebate is \$100 for those who qualify.

GRI 200 AND 300 2013 SCHEDULE

GRI 202: April 2-3, 2013

GRI 301: June 6-7, 2013

GRI 201: April 4-5, 2013

GRI 302: June 12-13, 2013

2013 schedule

The GRI 100: Standards of Practice provides a "nuts-and-bolts" approach to real estate and consists of the three, 2-day modules:

GRI 101 - Professionalism and the Law
Thursday and Friday, February 7-8, 2013
8:00 a.m. – 5:00 p.m.

GRI 102 - Starting Your Business
Monday and Tuesday, February 11-12, 2013
8:00 a.m. – 5:00 p.m.

GRI 103 - Maximize Your Profitability
Thursday and Friday, February 14-15, 2013
8:00 a.m. – 5:00 p.m.

Check-in begins at 7:15 a.m.
on the first day of each 2-day module

Orlando Regional REALTOR® Association
1330 Lee Road, Orlando, FL 32810

Business casual attire requested for education programs.
Registration options and policies on reverse.

CREDITS
11 CE
OR
45 SPL

CREDITS
11 CE

CREDITS
11 CE

CREDITS
11 CE



Register at www.orlandorealtors.org.

Ph: 407.513.7268 Fx: 407.513.9120

Em: education@orlandorealtors.org





GRADUATE,
REALTOR®
INSTITUTE

Nuts-and-bolts approach

GRI 101 - REALTORS®:

Professionalism and the Law

- **Professional Standards:** Evaluate given scenarios for possible ethics violations based on the concepts and standards of practice in the Articles of the Code of Ethics.
- **Fair Housing and Diversity:** Construct a niche marketing plan that reflects awareness of and sensitivity to diversity.
- **Law:** Demonstrate behavior consistent with the laws regarding relationships between brokers and associates and licensed and unlicensed persons.

GRI 102 - Starting Your Business

- **Contact to Contracts:** Apply the elements of a professional image and marketing strategy to contacting potential clients.
- **Business Planning and Goal Setting:** Develop a basic business plan using at least three business plan elements.

GRI 103 - Maximize Your Profitability

- **Finance:** Become aware of the latest developments in finance to clarify the economic status and affordability of the real estate market.
- **Law:** Know the "red flag" warnings of when participants are potentially going into a danger zone – the unlicensed practice of law.
- **Negotiating and Counseling:** Demonstrate behavior consistent with the Four Negotiating Principles in a negotiation situation.



ORLANDO REGIONAL
REALTOR® ASSOCIATION

Register today

- GRI 100 Series: Standards of Practice (6-day series) \$359
- GRI 101 (2-day module) \$139
- GRI 102 (2-day module) \$139
- GRI 103 (2-day module) \$139

Attendee Name _____

Member Number _____

Phone () - _____

E-mail _____

Payment Method:

- Check # _____ (Payable to ORRA)
- Broker Account (ORRA members only. Broker approval required.)
- VISA MasterCard American Express Discover

Credit card # _____ Expiration / _____

Credit card charge signature OR broker signature for broker approved account charge _____

Initial _____ I agree to the terms of the cancellation and attendance policy referenced below.

Special disabilities accommodated with advance notice.
Courses not open to the general public unless otherwise noted.

Policies

REFUNDS/CANCELLATIONS/NO-SHOWS

25% administrative fee if canceled within 10-days of the course date. No refund for no-shows.

ATTENDANCE

To receive CE credits for any Continuing Education course, participants must:

1. Be physically present for the entire program from beginning to end;
2. Sign any/all morning or afternoon attendance sheets; and
3. Refrain from using cell phone and laptop except during designated break times.

LOCATION

Orlando Regional REALTOR® Association, 1330 Lee Road, Orlando, FL 32810
(unless otherwise noted on the front of this form)

GRI

Completion of the GRI-100 Series (6 days) provides 45-hour Sales Associate Post-licensing (SPL) credits. Completion of the GRI-200 Series (4 days) or the GRI-300 Series (4 days) provides 30-hour Broker Post-licensing (BPL) credits. Completion of the 2-day modules, GRI 102, 201, 202, 301, and 302, will provide 11 hours "specialty" CE credit hours. GRI modules may be taken in any order and all seven 2-day modules must be completed within five years to receive the GRI designation. A 50-question quiz at the end of each 2-day module will be administered and requires a 75% passing grade to receive Continuing Education or Sales Post-licensing or Broker Post-licensing and GRI credit.

CONTACT US

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