

GRI 2010 Schedule for SLAR

Module	Date	Module Name	Instructor	Credits
411	Mar 25	Homeowner Tax Answers – Tax concepts in real estate <i>(Any Calculator)</i>	Lundstedt	6 Hrs E
412	Mar 26	Profit from Investment Property – Basics of residential rentals <i>(Any Calculator)</i>	Lundstedt	6 Hrs E
401	Apr 22	<i>New!</i> Negotiating Great Listings – Negotiating, listing and pricing homes	Hamilton	
402	Apr 23	<i>New!</i> Marketing Real Estate – What do consumers want and expect from you?	Mayfield	
409	May 6	Business Planning and Positioning 2010 & Beyond – Business planning, career development <i>(GRI 409 homework assignment for live class is required in order to obtain GRI credit for module 409)</i>	Hyatt and Mayfield	
405	Jun 24	Representation Options in the State of Missouri	Aydt	3 Hrs C
406	Jun 25	Write It Right & Get It Closed – Completing contracts and follow through	Aydt	6 Hrs E
403	Jul 29	Financing for Every Buyer – Financing information & techniques using available resources; including predatory lending	Hall	6 Hrs E
404	Jul 30	New Home Construction – Sales, marketing, working with builders, concepts	Dunsten	6 Hrs E
407	Aug 13	Stay Out of Court and Stay in Business – Risk management for Today's Real Estate Professional	Aydt	6 Hrs E
408	Aug 12	Do It Right In Real Estate – Applying Ethics in Everyday Practice <i>(GRI-408 will satisfy the NAR member requirement of needing 2 ½ hours of Ethics every 4 years.)</i>	Aydt	6 Hrs E

Note: GRI graduates may take modules for half price. All modules count toward MRE credit.

Refunds and Cancellations *(MAR Policy 208)*

- For cancellations 30 days in advance, 100% of the registration fee will be refunded.
- For cancellations 14 days in advance, 50% of the registration fee will be refunded.
- For cancellations less than 14 days in advance, the registration fee is nonrefundable.
- Students may not take another student's "place" in class. Registration and payment are required.

Registration Form

Please register with MAR for all GRI modules listed above. Mail: MAR, P.O. Box 1327, Columbia, MO 65205
fax 573.445.7865, or register online with MAR at www.missourirealtor.org/education. ***(Make check payable to MAR)***

REGISTER ME FOR: GRI-_____ Date:_____ City:_____

Note: Modules may be taken in any order.

Name:_____ Nickname (for tent card):_____

Tel: (____) _____ Fax: (____) _____ Email address: _____

Home street address: _____ City: _____ State: _____ Zip: _____

License No.: _____ *(not Social Security number)*

TUITION: I have already earned my GRI. *(GRI graduates may register at ½ prevailing tuition rate on a space available basis.)*
 \$89 EARLY BIRD (14 days in advance) \$99 REGULAR \$120 NON-REALTOR®

PAYMENT: check enclosed charge to (circle one*): Visa MasterCard Discover

No: _____ Exp. date: _____

Signature: _____

If you have a disability requiring special accommodations, please explain: _____
