



REALTORS® who **LEARN MORE** are  
REALTORS® who **EARN MORE**

# EARN YOUR GRI



GRADUATE,  
REALTOR®  
INSTITUTE



NATIONAL  
ASSOCIATION of  
REALTORS®  
*Official Designation*

## 100 SERIES

### Standards of Practice

GRI 101, 102 and 103 are each a 15-hour course with a 1.5-hour exam approved for 11 hours of continuing education specialty credit or 15 hours of sales associate post licensing credit per module. Modules GRI 101 and 103 each carry **3 hours** of Core Law credit. **Complete all THREE modules to obtain the 45-hours of Sales Associate Post Licensure.**



**JULY 24 & 25**  
SOUTH OFFICE

#### GRI Module 101: Professionalism and the Law

In GRI 101, Realtors® will learn just what sets them apart from real estate licensees. **Professional Standards** will guide you through the National Association of REALTORS® Code of Ethics, and the expectations and requirements of the Florida Real Estate Commission (FREC). The **Law** portion will expand on the real estate law learned in the basic sales associate's course to help participants identify and understand legal issues that arise. Learning how to take a proactive role in preventing fair housing violations will reduce a licensee's exposure to liability... and that's what **Fair Housing and Diversity** will provide. Awareness of federal fair housing laws and sensitivity to consumer diversity is vital to business success, reputation and growth. **This module also includes the NAR Code of Ethics requirement.**



**JULY 31 & AUG. 1**  
SOUTH OFFICE

#### GRI Module 102: Starting Your Business

Real estate contracts are the most used, yet most misunderstood documents in the profession. But in GRI 102, **Contracts to Contracts** will provide you with the key to understanding the fundamentals of contract law, including the process of offer, counteroffer, and acceptance. Setting goals is a critical element of planning for success – personal and professional. **Goal Setting and Business Planning for the Real Estate Professional** will assist you in identifying and defining business goals, and in designing the business plan that will help you to effectively achieve your goals.



**AUG. 7 & 8**  
SOUTH OFFICE

#### GRI Module 103: Maximize Your Profitability

A key part of the real estate transaction is financing. The **Finance** portion of GRI 103 will bring awareness of the latest developments in finance to help clarify the economic status and affordability of the real estate market for customers. And if people could get what they want merely by asking for it, negotiations would not be necessary. **Negotiating and Counseling** will teach you how the successful negotiator makes certain that every participant in the negotiation views the result as a successful outcome and how to use your real estate expertise and experience to counsel the home-buying consumer. The **Law** portion will provide a "red flag notice" of when participants are potentially going into a danger zone – the unlicensed practice of law.



REALTOR® ASSOCIATION  
of Sarasota and Manatee

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www.MyRASM.com • SOUTH: 2320 Cattlemen Road, Sarasota, FL



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## 2018 GRI 100 SERIES

Please register me for the following (make checkmark):

GRI 100 Series: July 24 & 25, July 31 & Aug. 1, Aug. 7 & 8, 2018      Cost: \$345\_\_\_\_\_

14 Hours CE or 45 Hours Salesman's Post-License Credit

—or priced individually per module—

Module 101: July 24 & 25, 2018      14 hours CE/15 hours SPL      Cost: \$ 115\_\_\_\_\_

Module 102: July 31 & August 1, 2018      11 hours CE/15 hours SPL      Cost: \$ 115\_\_\_\_\_

Module 103: August 7 & 8, 2018      14 hours CE/15 hours SPL      Cost: \$ 115\_\_\_\_\_

**REGISTRATION DEADLINE IS JULY 16, 2018.**  
Registrations after this date will incur a \$25 fee per module.

Name (*print as on license*) \_\_\_\_\_

Mailing Address (for confirmation and grade notification) \_\_\_\_\_

Real estate license#: \_\_\_\_\_ Circle BK or SL

Name of Firm \_\_\_\_\_

Phone (*to reach you during normal business hours*) (\_\_\_\_) \_\_\_\_\_

Email Address (**IMPORTANT**): \_\_\_\_\_

NRDS # \_\_\_\_\_

Charge my: Visa \_\_\_\_\_ MC \_\_\_\_\_ AMEX \_\_\_\_\_

Card No. \_\_\_\_\_

Expire Date: \_\_\_\_\_ Security Code \_\_\_\_\_

Signature: \_\_\_\_\_

**Questions?** Call Catherine at (941) 952-3404

Send to: REALTOR® Association of Sarasota and Manatee  
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Phone: (941) 952-3400 Fax: (941) 952-3401  
catherine@myrasm.com

RASM Members can register online at [www.myrasm.com](http://www.myrasm.com)

**Cancellation policy:** Registration may not be transferred from one person to another. If registrant cannot attend the event, the amount paid by registrant, minus \$25 fee may be refunded if written notice is received by RASM three business days prior to course start date. Refunds or credits will not be made if notice is received after that date. If this event is postponed, cancelled or rescheduled, registrants will have the option of either receiving a full refund of fees paid or crediting the full paid amount toward registration in another RASM GRI course scheduled within the same fiscal year. In no case will RASM be responsible for any penalties or fees incurred by lodging or transportation cancellations.