



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

EARN YOUR GRI



200 SERIES

Essential Real Estate Techniques

GRI 201 and GRI 202 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 broker post licensing credit per module.



APRIL 24 & 25
SOUTH OFFICE

GRI Module 201: It's All About You!

With more than a million real estate licensees in the United States, effective **Personal Promotion** is not optional...it is a necessity. In GRI 201, you will learn the skills to create a personal promotion plan that is both effective and lasting. **Sales and Marketing** are discussed in relation to the buying and selling of real estate by demonstrating communication models that gain appointments, listings, and answer listing objections. In addition, learn to prepare a pre-listing and listing presentation, and to apply the elements of a marketing plan to sell a property. Knowing the questions to ask the tax professionals can make a huge difference in tax dollars paid versus tax dollars saved. And not being aware of some of the tax laws affecting real estate transactions can create liability. The **Tax** portion will provide an awareness of the many areas of the tax law and real estate, but the smart real estate professional will encourage their customers to seek professional tax advice from competent tax practitioners.



MAY 1 & 2
SOUTH OFFICE

GRI Module 202: Technology & Investments

Today's real estate professional must learn about the latest technology available to serve customers because consumers are demanding more knowledge and services than ever from real estate licensees. In GRI 202, **Technology Tools and Resources** will provide you with the technology knowledge and services that will make you stand out from the competition. Consumers have hundreds of opportunities to invest and many times an investor chooses a product because of the knowledge and sales ability of the salesperson. The **Investment** portion provides an introduction to investment real estate... real estate terminology, taxation, and principles of investing in real estate.





REALTOR® ASSOCIATION
of Sarasota and Manatee

2018 GRI 200 SERIES

Please register me for the following (make checkmark):

GRI 200 Series: April 24 & 25, May 1 & 2 Cost: \$250_____
11 Hours CE or 30 Hours Broker Post-License Credit

—or priced individually per module—

Module 201: April 24 & 25, 2018 11 hours CE/15 hours BPL Cost: \$ 125_____

Module 202: May 1 & 2, 2018 11 hours CE/15 hours BPL Cost: \$ 125_____

REGISTRATION DEADLINE IS APRIL 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

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Phone: (941) 952-3400 Fax: (941) 952-3401
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RASM Members can register online at 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.