

2012 SMDRA GRI Spring Schedule

Quality instruction offered at an affordable price through your favorite Association.



Earn your GRI designation at a reduced price of \$70 per class per REALTOR® member (\$95 for All Others).

DATE	TIME / INSTRUCTOR	COURSE
2/23	9am-4pm / Jack O'Connor	Working with Sellers - G15
2/28	9am-4pm / Ray Sherman	Working with Buyers - G14
3/8	9am-4pm / Mal Sillars	Environmental Issues in Real Estate - G13
3/14	9am-4pm / Kirk Goble	Water Issues in Real Estate - G12
3/20	9am-4pm / Gary Kujawski	Law I - G10
3/28	9am-4pm / Oliver Frascona	Law II - G11
4/5	9am-4pm / Wally Armistead	Brokerage Relationships and Risk in Real Estate - G09
4/18	9am-4pm / Doug Barber	New Homes and Construction in Real Estate - G06
4/24	9am-4pm / Tony Marietta	Listing Contracts - G08
5/2	9am-4pm / Charity Cornelison	Sales Contracts - G07
5/8	9am-4pm / Chandra Hall	Finance in Real Estate - G04
5/17	9am-4pm / Susan Plage	Pricing in Real Estate - G05
5/23	9am-4pm / Russ Wehner	Taxation and Investments in Real Estate - G03
5/30	9am-4pm / David Douglas	Real Estate Technology - G02





Sound Training on Critical Real Estate Skills is Essential for Success!

Earn your GRI (Graduate REALTOR® Institute) Designation NOW!

What is the GRI?

The Graduate REALTOR® Institute, (GRI), is a nationally recognized designation. The designation sets the standards for real estate professionalism, knowledge and productivity, by providing sound training in the critical skills of the real estate business. The GRI designation signifies a dedicated and knowledgeable professional within the industry.

Who should earn the GRI?

Agents, brokers, office managers, and new REALTORS® all benefit from the up-to-date information offered by the REALTOR® Institute of Colorado. Additionally, GRI courses offer state and nationwide networking opportunities. The program provides a strong foundation for other national and state designations.

The Graduate, REALTOR® Institute is an esteemed institution of the National Association of REALTORS®. Only 20% of all REALTORS® nationwide hold the GRI Designation. The Colorado Association of REALTORS® and CAR Education Services take great pride in offering top notch curriculum and instructors to help you attain the GRI Designation.

To receive the GRI Designation the following requirements must be met:

1. Be an active REALTOR® in good standing at your local association.
2. The GRI application must be submitted with the one-time \$75 fee. (No annual dues)
3. Complete the 15 required courses within 4 years.
4. Notify CAR of any approved courses completed as a substitution for a required course.

Any student enrolled in the GRI program prior to Monday, August 2, 2010 is encouraged to contact CAR Education Division staff to review their transcript and remaining requirements. Each student's progress will be evaluated on a case-by-case basis.

See the 2012 SMDRA GRI Spring Schedule on the reverse side
Mark your calendars now! Cost per class is \$70 for REALTORS® and \$95 for all others.

