



# GRI 2: Essential Real Estate Techniques

Presented by Florida Realtors® and the Emerald Coast Association of Realtors®

August 30–31 & September 1–3, 2010



Are you familiar with the real estate **construction process**? How deep is your knowledge on **appraisals** and **real estate investments**? With a better understanding of the “product,” you will be ready to fine tune your **sales and marketing knowledge** with skills essential to the 21st century Realtor®, including proven techniques for attracting listings and prospects, as well as developing a **marketing plan**.

*GRI 2: Essential Real Estate Techniques* takes an in-depth look at the advanced techniques used by the most seasoned Realtors® in today’s evolving market. Our instructors are highly qualified and actively involved in Florida’s real estate industry, and the classroom experience will provide you with opportunities to network and share best practices with fellow members of the REALTOR® family.

Approved for 11 hours of specialty CE credit, *GRI 2: Essential Real Estate Techniques* provides all of the specialty education requirements for your renewal cycle (students will still require 3 hours of Core Law). Newly licensed Brokers can elect to receive 30 hours of Broker Post Licensing credit. What better way to get your renewal credits and continue the journey towards earning the nation’s #1 real estate designation!

## Course Tuition Fees

On or before August 23, 2010

Members & Non-Members      \$300

What are you waiting for? Sign up today!

Phone: 800.669.4327 • Fax: 407.587.1427  
Or register online at [www.floridarealtors.org](http://www.floridarealtors.org).



FloridaRealtors®

University

"Celebrating 40 Years of Education Excellence"

# Registration Form

## Yes! Sign me up to take GRI Course 2 “Essential Real Estate Techniques”

### August 30-31 & September 1-3

**Location:** Emerald Coast Association of Realtors®, 10 Hollywood Boulevard S.E, Fort Walton Beach, FL 32548

**Presented by:** Florida Realtors® and Emerald Coast Association of Realtors®

11-hours specialty CE Credits

<or>

30-hours Broker Post Licensing Credit

Name: (print as appear on license) \_\_\_\_\_

Nickname: (for badge) \_\_\_\_\_ Real estate license number: SL BK BL \_\_\_\_\_

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

Phone: (normal business hours) \_\_\_\_\_ Fax: \_\_\_\_\_ E-mail: \_\_\_\_\_

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

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Name of your local Board/Association: \_\_\_\_\_

To register, call: **800.669.4327** - fax this completed form to: **407.587.1427**  
or online at <http://www.floridarealtors.org>

Registration can be done using Visa, MasterCard, or American Express. **If paying by check, mail to: P.O. Box 725025, Orlando, FL 32822-5017.** Check the GRI schedule for proper address to fax or mail registration form and payment.

(Please Check One) Visa:  MasterCard:  American Express:  Check:  Amount: \$ \_\_\_\_\_

Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Name on card: \_\_\_\_\_ Signature: \_\_\_\_\_

Pursuant to the Americans with Disabilities Act, I require specific aids or services during my visit.

Audio:  Visual:  Mobile: If so, please identify your special needs: \_\_\_\_\_

**All three GRI courses must be completed within a five year period from the date the first course is completed. This provision includes students who have completed part of their course work out of state.**

#### **REGISTRATION INFORMATION:**

*Please Note:* Registration may not be transferred from one person to another. If registrant cannot attend the event, the amount paid by registrant, minus a \$25 fee, may be refunded if written notice is received by Florida Realtors® on or before the close of registration. Refunds or credits will not be made if notice is received after that date. Notice to Registrar may be sent by fax (407.587.1427), mailed (PO Box 725025, Orlando, FL 32872) or by other delivery (7025 Augusta National Drive, Orlando, FL 32822).

Presentation of this event may be postponed, rescheduled or cancelled. If such action is taken, registrants will be notified by e-mail, phone, fax or U.S. mail, and will have the option of either receiving a full refund of paid tuition/registration fees, or crediting the full paid amount toward registration in another GRI course. Expenses incurred by the registrant, including but not limited to transportation, lodging and meals, are the responsibility of the registrant.

**For Florida Realtors®  
use only**

**GRI Course 2 - Essential Real Estate Techniques  
Emerald Coast Association of Realtors  
August 30-September 2, 2010**

*(Please note registration time on the first day)*

<i>30-Aug</i>	<i>Monday</i>	<i>31-Aug</i>	<i>Tuesday</i>	<i>1-Sep</i>	<i>Wednesday</i>	<i>2-Sep</i>	<i>Thursday</i>
<b>7:30-8:00</b>	<b>Registration</b>	8:00-11:00	Personal	8:00-Noon		8:00-12:00	
8:00-Noon	Construction		Promotion		Investments		Appraisal
	<i>Lou Ludwig</i>		<i>Lou Ludwig</i>		<i>Heather Grimes</i>		<i>Pat Reass</i>
<b>12:00-1:00</b>	<b>Lunch</b>	<b>11:00-12:00</b>	<b>Lunch</b>	<b>12:00-1:00</b>	<b>Lunch</b>	<b>12:00-1:00</b>	<b>Lunch</b>
1:00-4:00	Personal	Noon - 5:00	Sales &	1:00-3:00	Investments	1:00-3:00	Appraisal
	Promotion		Marketing	3:00-6:00	Email		<i>Pat Reass</i>
	<i>Lou Ludwig</i>		<i>Lou Ludwig</i>		<i>Heather Grime</i>	3:00-6:00	Exam

**Please Note: Schedule and/or instructor subject to change**