

# GRI Module 103: Maximize Your Profitability

Presented by Florida Realtors® and Englewood Area Board of Realtors®



**August 3 - 4, 2016**

**Course Description** 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.

- **Standards of Practice** (Series 100): 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.

## **COURSE TUITION FEES \$150**

GRI 103  
Register for GRI 103

**What are you waiting for? Sign Up Today!**

To register, call 800.669.4327

Make checks payable to: Florida Realtors®

### **LOCATION:**

3952 North Access Road  
Englewood, FL 34224

### **August 3, 2016**

7:30 to 8:00 - Registration  
8:00 to 5:00 - Class  
(12:00 to 1:00 Lunch)

### **August 4, 2016**

8:00 to 4:00 - Class  
4:00 to 5:30 - Exam follows  
(12:00 to 1:00 Lunch)



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the Englewood Area Board**



Realtors® who learn more are  
Realtors® who earn more

## 2016 REALTOR® INSTITUTE PRE-REGISTRATION

Course Location: Englewood Area Board of Realtors® • 3952 North Access Road Englewood, FL 34224

To register, contact Florida Realtors® at 800-669-4327

with a completed registration form using Visa, MasterCard or American Express.

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

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

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

Phone: (to reach you during normal business hours \_\_\_\_\_ FAX: \_\_\_\_\_

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

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

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

Course Title: \_\_\_\_\_

Please check the box with the reason for taking the course on following lines: **GRI 100 Series: Standards of Practice**

[ ] GRI 101 [ ] GRI 103 11 hrs CE credit each + 3 hrs Core Law each [ ] GRI 101 [ ] GRI 102 [ ] GRI 103 15 hrs Sales Associate Post License credit each

[ ] GRI 102 11 hrs CE credit

Location: \_\_\_\_\_

Date(s) of Course: \_\_\_\_\_

*Registration may not be transferred. Late arrivals will NOT be permitted. No REFUNDS.*

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

## METHOD OF PAYMENT:

[ ] Check for \$ \_\_\_\_\_ made payable to Florida Realtors®

[ ] Charge \$ \_\_\_\_\_ to my [ ] Visa [ ] MasterCard [ ] American Express (check one)

If paying by credit card, please provide the following credit card information:

Card number: \_\_\_\_\_ CVV/CVCCode

Expiration Date: \_\_\_\_\_

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