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

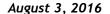
Register for GRI 103

What are you waiting for? Sign Up Today!

To register, call 800.669.4327

Make checks payable to: Florida Realtors®

LOCATON: 3952 North Access Road Englewood, FL 34224



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)

Sponsored by the Venice Area Board and the Englewood Area Board









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):		
, -	Real estate license number: SL [] BK [] BL []
Name of Firm:		
Phone: (to reach you during normal business hours	FAX:	
City: Name of your Board/Association:	State:Zip:	
Course Title:		
	king the course on following lines: GRI 100 Series: Standards of Practice	
[]GRI 101 []GRI 103 11 hrs CE credit each + 3 hrs Core Law 6	each []GRI 101 []GRI 102 []GRI 103 15 hrs Sales Associate Post License	credit ea
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