

# GRI Module 201: It's All About You!

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



## COURSE TUITION FEES

GRI 201

Register for GRI 201

\$150

**Sponsored by the  
Venice Area Board and the Englewood Area Board**

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

680 Substation Road Venice, FL 34285

To register, call 800.669.4327

Make Payment to: Florida Realtors®



## • Essential Real Estate Techniques (Series 200)

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 25th**

Registration 8:30 a.m. – Class 9:00 – 5:00

**April 26th**

Class 8:00 a.m. – 5:00 p.m. Exam follows

**April 25-26, 2016**

**Course Description** 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.



Realtors who learn more are  
Realtors who earn more



**FloridaRealtors®**

The Voice for Real Estate® in Florida

# 2016 REALTOR® INSTITUTE PRE-REGISTRATION

Course Location: Venice Area Board of Realtors® • 680 Substation Road Venice, FL 34285

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

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

REGISTRATION

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 200 Series: Essential Real Estate Techniques**

☐ GRI 201 ☐ GRI 202 11 hrs CE credit each ☐ GRI 201 ☐ GRI 202 15 hrs Broker Post License credit each

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

FOR OFFICE USE ONLY



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: \_\_\_\_\_ CWV/CVC Code

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Signature (required) \_\_\_\_\_

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: