

2008 GRI Calendar

<p>GRI 101 Jan 23-34 Jul 23-24 \$198</p>	<p><i>The Basics of Profitability</i> – Karel Murray Includes 350+ Page Handbook , a CD-ROM with 50+ customizable documents & forms designed to enhance your business</p> <p>Day One Your Marketing Personality (Markets & Trends, Branding, Advertising/Do-Not-Call/Spam) Listings and You (CMA, Servicing Listings, Marketing Property, Listing Presentation, Listing Agreement)</p> <p>Day Two Financing & The Sales Contract - Working with the Buyer (Loans, Offer Writing/Presentation, FSBOs, Negotiating) Business & The Details (Business Planning/Goal Setting, Meth, Sex Offender Registry, REALTOR® Safety)</p>
<p>GRI 102 Feb 20-21 Aug 13-14 \$198</p>	<p>Day One Broker Relationships Act Brokerage Management & Law Legal Hot Topics: Foreclosure Procedure</p> <p>Day Two Title Insurance & Pitfalls Environmental Issues & Red Flags Real Estate Inspections</p> <p style="text-align: right;">Joyce Painter Joyce Painter Scott Byrd Ken McBride John Knox John Knox</p>
<p>GRI 201 Mar 12-13 Sep 17-18 \$198</p>	<p>Day One 23 Ways to Lose Your License Laws of Advertising Uniform Purchase Contract & Related Addenda</p> <p>Day Two You Talkin' to Me? (Risk Reduction) Character Counts (NAR Code of Ethics Training) Professional Standards</p> <p style="text-align: right;">Joyce Painter Joyce Painter Joyce Painter Karel Murray Karel Murray Karel Murray</p>
<p>GRI 202 Apr 23-24 Oct 22-23 \$198</p>	<p>Day One Financing Techniques Resi-mercial Basics & Property Management</p> <p>Day Two Taxation Toolbox: Basic Tax Tools for RE Professionals Weighing In on Capital Gains</p> <p style="text-align: right;">Mickey Shannon Brad Worster Chandra Hall Chandra Hall</p>
<p>GRI 301 May 21-22 Nov 19-20 Day 1 \$99 Day 2 \$199</p>	<p>Day One Technology Day</p> <p>Day Two Elective <i>Lunch Courtesy of the Oklahoma CRS Chapter</i> Certified Home Marketing Specialist Course CHMS Certification & 1 CRS Elective</p> <p>In lieu of Day 2, you may substitute any of the following GRI electives:</p> <ul style="list-style-type: none"> • CHMS certification course (Offered May 22 & November 20 @ GRI) • ABR 2-Day designation course (Offered March 5-6 @ OAR) • e-PRO Certification (Offered anytime online) • SRES designation course (Offered April 9-10 @ OAR) • Any 2 ABR electives (Offered April 25 & October 24 @ OAR) • Any 2 CRS electives • CRS 204: Creating Wealth through Residential Real Estate Investments • International Real Estate for Local Markets • Resort and Second Home Market • Land 101: Fundamentals of Real Estate Brokerage • Effective Negotiating for Real Estate Professionals • Harnessing the Power: Skills-Based Performance Management (Offered @ OAR Education Conference & Trade Show in October) <p><i>If the GRI Elective was not sponsored by OAR, then evidence of elective completion must be accompanied by a \$35 course substitution fee. These courses may not be used for any other substitution within the GRI program.</i></p> <p style="text-align: right;">Randy Templeman/ Amy Chorew Martha Webb/ Amy Chorew</p>
<p>GRI 302 Jun 11-12 Dec 17-18 \$198</p>	<p>Day One Sticks & Bricks: Construction Fundamentals & New Home Know-How</p> <p>Day Two At Home with Diversity Certification Course</p> <p style="text-align: right;">Chandra Hall Chandra Hall</p> <p style="text-align: center;"><i>Sponsored in part by the Tulsa WCR Chapter</i></p>