



SMAR Announces

GRI 100 Series

October 7, 8, 22, 27 & 29, 2010



Location: REALTOR® Center
8440 Old Leonardtown Rd
Hughesville, Maryland 20637

Tuition (Includes lunch)

Complete Series: \$355 Individual Modules: \$90

Time: 8:30 a.m. - 4:30 p.m.

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| <i>Thursday</i>
<i>October 7, 2010</i> | 101 | <i>Building a Real Estate Business</i> - covers what is involved in running and maintaining a business from daily planning to future goals and growth (No CED). |
| <i>Friday</i>
<i>October 8, 2010</i> | 102 | <i>Prospecting & Listing Techniques</i> - covers ways to find and develop your real estate business. Various listing methods and their use will be shared (No CED). |
| <i>Friday</i>
<i>October 22, 2010</i> | 103 | <i>Fair Housing & Cultural Issues; and, MD Law Ethics, Flipping & Predatory Lending</i> - covers fair housing laws, diversity issues and how they apply to the real estate business. A review of Maryland License Law ethics and its differences with NAR ethics, flipping and predatory lending will be discussed (6 Hours CED - 3 hours category C & 3 hours category D). |
| <i>Wednesday,</i>
<i>October 27, 2010</i> | 104 | <i>Basic Residential Financing</i> - covers calculating payments for various types of loans, adjusting payments based on changing terms and conditions as well as characteristics of each loan type. The mortgage process will be covered detailing how it affects a transaction (6 hours CED - category F). |
| <i>Friday,</i>
<i>October 29, 2010</i> | 105 | <i>Sales and Marketing Properties</i> - demonstrates various types of methods used to obtain the best sales results. Key marketing concepts will be discussed (4.5 hours CED - category F). |

Legend for Continuing Education Categories

Category A - Legal & Legislative Update
Category C - Fair Housing

Category D - Ethics
Category F - Professional Enhancement

Presented By
Maryland Association of REALTORS®

Sponsored By
Southern Maryland Association of REALTORS®

A registration form is attached.
Registration must be received no later than September 30, 2010.

Southern Maryland Association of REALTORS® , Inc.
GRI 100 Series Registration Form
October 7, 8, 22, 27 & 29, 2010

Name _____

Home Address _____

City, State, Zip _____

Firm Name _____

Firm Address _____

Firm City, State, Zip _____

Business Phone _____ Cell Phone _____

Email Address _____

(Used for Registration Confirmation)

Sign Me Up!

Complete Series: \$355 **Individual Modules:** \$90 each - Indicate Module Number(s) Needed: _____

REGISTRATION POLICY: All registrations must be received at least 7 days prior to the start of the series, September 30, 2010.

REFUND POLICY:

Complete Series:

- Cancellations made in writing and received by SMAR **7 days prior to the start of the course**, September 30th, will be charged a \$25 cancellation fee.
- Cancellations made in writing and received by SMAR **within 6 days or less prior to the start of the course**, October 1st - 6th, will be charged a \$60 cancellation fee.
- "Class credit" for monies paid for missed modules toward future GRI modules will not be issued.

Individual Modules:

- Cancellations made in writing and received by SMAR **7 days prior to the start of the course**, September 30th, will be charged a \$25 cancellation fee.
- Cancellations made in writing and received by SMAR **within 6 days or less prior to the registrant's first scheduled individual module**, will be charged a \$25 cancellation fee plus \$5 for each module cancelled.
- "Class credit" for monies paid for missed modules toward future GRI modules will not be issued.

WALK-IN POLICY: No walk-ins are accepted for individuals attending entire GRI series or individual modules working toward GRI designation. Advance registration is required.

TO REGISTER: Visit www.somdrealtors.com or pay by credit card by faxing this form to 301-870-2575. To pay by check, *submit payment with this form.*

Amount Due: \$ _____

Check

MasterCard

VISA

Card # _____ Exp Date _____

V-Code _____ *(3 digit security code on back on card on signature line)*

Signature _____ Date _____