



GRI 300 Series

November 4, 6, 13, 18 and 20, 2009



REALTOR® Center, 8440 Old Leonardtown Rd, Hughesville, MD 20637

Tuition (Includes lunch)

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

Time: 8:30 a.m. - 5 p.m.

Module 301

Wednesday
November 4, 2009

Environmental/Health Issues Affecting Real Estate - covers some of the recent concerns developing around the removal and processing of potential environmental/health threats. Regulatory requirements, actions and agencies involved concerning the buying and selling of these properties will be discussed. (6 hours CED - "A")

Module 302

Friday
November 6, 2009

Taxes - addresses the possible tax considerations of buying and selling property. How the REALTOR® can assist both buyer and seller in determining what is most advantageous for them with regard to tax considerations will be discussed. (4.5 hours CED - "A")

Module 303

Friday
November 13, 2009

Ethics & Mediation & Arbitration - will cover the proper ethical conduct REALTORS® use in dealing with the public and other licensees. Alternative methods of dispute resolution and the arbitration process will be discussed as it interacts with REALTOR® procedures and practices. Ethics meets NAR member ethics requirement – NOT MD Law Ethics. (3 hours CED - "F")

Module 304

Wednesday
November 18, 2009

Legislative Update & Land Brokerage - current and upcoming legislative issues affecting the real estate industry will be covered. The process of developing a parcel of raw land, the different agencies involved, governmental requirements and procedures to be met; and, associated time frames will be covered. (3 hours CED - "A" & 3 hours CED - "F")

Module 305

Friday
November 20, 2009

Real Estate Technology & Trends - How new technologies are affecting the real estate industry and what industry practices to look for in the future will be discussed. (3 hours CED - "G" & 3 hours CED - "F")

CED APPROVAL TOPIC KEY

- | | |
|---|--|
| A) Federal, state or local legislative issues | E) Disclosure |
| C) Fair Housing Law | F) Professional enhancement for practicing licensees |
| D) Real estate ethics or professional standards | G) Technology relating to real estate brokerage services |

Presented By

Maryland Association of REALTORS®

Sponsored By

Southern Maryland Association of REALTORS®

.....
 A registration form is attached. Please complete the information and fax to 301-870-2575 or mail to SMAR, 8440 Old Leonardtown Rd, Suite 211, Hughesville, MD 20637. Registration must be received no later than October 28, 2009.

Southern Maryland Association of REALTORS®, Inc.

GRI 300 Series Registration Form

November 4, 6, 13, 18 and 20, 2009

Name _____

Home Address _____

City, State, Zip _____

Firm Name _____

Firm Address _____

Firm City, State, Zip _____

Business Phone _____ Cell Phone _____

Email Address _____

(Used for Registration Confirmation)

Complete Series: \$355 (includes lunch)

Individual Modules: \$90 (includes lunch)

Total amount to be charged: \$ _____

REGISTRATION POLICY: All registrations must be received at least 7 days prior to the start of the series, October 28, 2009.

REFUND POLICY:

Complete Series:

- Cancellations made in writing and received by SMAR **7 days prior to the start of the course**, October 28th, 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 29th - November 3rd, 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**, October 28th, 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. *If paying by check, submit payment with this form.*

_____ Check

_____ MasterCard

_____ VISA

Card # _____ Exp Date _____

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

Signature _____ Date _____