

GRI GRADUATE REALTOR® INSTITUTE

GRI's are recognized throughout New Jersey as:

- Top Performers in the Industry
- Knowledgeable & Professionally Trained
- Committed to Excellence & Dedicated to Quality Service



COURSE I

Burlington/Camden Co. Area
Burlington/Camden Co. Assoc. of Realtors Board Offices
306 Kings Highway, Cherry Hill, NJ 08034

CLASS SCHEDULE: Thursdays, September 18, 25, October 2, 16 & 23, 2008 **EXAM:** Oct. 30
CLASSES: 9AM - 4PM (no classes on Oct. 9)

REGISTRATION FEE:

REALTORS & REALTOR/ASSOCIATES.....\$300.00
ALL OTHERS.....\$325.00

CHECK OR CHARGE INFO MUST BE ENCLOSED
(see below)

TO REGISTER: PLEASE FILL IN COUPON BELOW &:

MAIL TO: NJAR, BOX 2098, EDISON, NJ 08818 or FAX TO: 732 494-4723

ALL REGISTRATIONS MUST BE MADE THROUGH MAIL OR FAX. CLASS SIZE IS LIMITED to 25. REGISTRATIONS TAKEN ON FIRST-RECEIVED BASIS.

The GRI DESIGNATION, AFTER COMPLETION OF COURSES I, II & III, IS AWARDED TO REALTORS, REALTOR-ASSOCIATES AND AFFILIATES ONLY. COURSES I, II & III MAY BE TAKEN IN ANY ORDER

QUESTIONS ????? CALL 732 494-5616

NJAR RESERVES THE RIGHT TO CANCEL IF REGISTRATIONS ARE NOT SUFFICIENT TO COVER COSTS. IF YOU DO NOT REGISTER IN ADVANCE, PLEASE CALL NJAR TO INSURE THAT THE COURSE HAS NOT BEEN FILLED OR CANCELED.

CANCELATIONS: MUST BE MADE IN WRITING BEFORE COURSE BEGINS.
NO SUBSTITUTION OF STUDENTS.

PLEASE REGISTER ME FOR THE GRI COURSE I in the Burlington/Camden Co. Assn. Board Offices, Cherry Hill, NJ on Thursday, September 18, 2008 at 9am.

CHECK OR CHARGE INFO MUST BE ENCLOSED

MY CHECK IS ENCLOSED. (PAYABLE TO NJAR)

OR

I WILL CHARGE # _____

(to be charged 1st day of class)

exp.date (req)

Signature (req)

NAME _____ BOARD AFFILIATION _____
ADDRESS _____ CITY _____ ZIP _____
BUS. ADDRESS _____ CITY _____ ZIP _____
FIRM NAME _____ BUS. TEL # _____ Fax# _____
CELL # _____ Home# _____

****HAVE YOU TAKEN ANY GRI COURSES IN THE PAST? _____ I _____ II _____ III _____ ?**

____ PLEASE CHECK IF YOU HAVE A DISABILITY WHICH WILL REQUIRE SPECIAL SERVICES AT THIS COURSE. ATTACH A WRITTEN DESCRIPTION OF NEEDS.

PLEASE ANSWER ALL QUESTIONS & PRINT LEGIBLY. THANK YOU. Confirmations will be sent 2 weeks prior to class start.

REVISED

COURSE I

- Professional Standards, NAR Code of Ethics, Arbitration/Mediation Procedures
- Agency and Its Responsibilities
- Contracts: Sales....Listings....Leases
- Prospecting, Market Analysis and Listings
- Qualifying the Buyer/Obtaining & Presenting the Offer
- Financing
- Communication Skills
- Construction & Energy Systems
- Managing & Developing Your Real Estate Career
- Elements of Real Estate: Principles/Practices

COURSE II

- Federal/State Laws: Fair Housing/Antitrust
- Economic Analysis Relating to Real Estate
- Marketing Real Estate – New Construction
- Contact Management Statistics & Trends
- Development Sales/Residential Subdivisions
- Real Estate Appraisal
- Real Property Taxation, Tax Appeals and Investment Tax Consequences
- Landmark Cases Affecting NJ Real Estate
- Personal Computer Technology
- Condominiums, Timeshares & Coops

COURSE III

- Financing Investment Property
- Investment Real Estate
- R.E. Counseling and Estimating Cash Flow
- Personal Marketing, Computer Generated Materials and the Internet
- Syndication
- Managing a Real Estate Office: Personnel, Profitability and Organization
- Beyond the Single Family Home
- Marketing and Advertising
- Property Management
- Environmental Impact on Land Use



Real estate agents earn the nationally recognized Graduate, REALTOR® Institute or GRI designation after successfully completing a rigorous program of course work covering various areas of real estate. Individuals who have attained their GRI are considered leaders in the real estate profession.

Because buying and selling property has become increasingly complex, a keen understanding of real estate transactions is more important than ever. New technology, laws, procedures and sophistication of clients require real estate agents to perform at a higher level of professionalism.

Recent studies show top performers in most real estate offices are GRI's... proof that you get ahead by working smarter, not just harder.

Get smart and invest in yourself. Join the network of thousands of agents who have completed the GRI training. More than just three letters after your name, the GRI shows that you mean business.

Registration information on reverse side

WHO MAY ENROLL

Course I, II, and III are open to any REALTOR®, REALTOR® -Associate, salesperson or person sponsored by a REALTOR®. However, the GRI Designation is awarded to REALTOR@s and REALTOR® -Associates only!

COURSE COMPLETION

At the completion of all three courses, the student will receive a certificate of completion and the GRI pin, presented at our annual convention in December of their graduating year.



AND WHEN YOU GRADUATE.....

NJAR® is proud to introduce the GRI Broker series; the broker licensing educational requirements taken after attaining the GRI Designation.* 60 hours of the GRI Designation have been approved** by the NJ Real Estate Commission towards NJAR®'s Brokers Licensing Program consisting of: GRI IV, the 30 hour General Broker Course; GRI V, the 30 hour Ethics Course; and GRI VI, the 30 hour Office Management Course..... a total of only 90 hours (Broker Courses normally total 150 hrs).

* GRI Graduation date after the August 4, 1981 eligible to enroll in the GRI Brokers Course.

** towards NJAR®'s brokers courses only.