



**NATIONAL ASSOCIATION of REALTORS®**  
*Official Designation*



**GRADUATE REALTOR® INSTITUTE**



# 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

**Monmouth County Association of REALTORS®**  
 One Hovchild Plaza, 4000 Route 66, Tinton Falls, NJ



**CLASS SCHEDULE:** Thursdays, April 28, May 5, 19, 26 & June 2, 2011 Exam: June 9  
**CLASSES: 9AM - 4PM (no classes on May 12)**

**REGISTRATION FEE:**

REALTOR@s & REALTOR® /ASSOCIATES.....\$300.00  
 (NAR \$10 Designation fee)  
 ALL OTHERS.....\$325.00

**CHECK OR CHARGE INFO MUST BE ENCLOSED**

(see registration form below)  
 (checks cashed at once - - returned checks-\$25.00 fee)  
 (cards will not be charged until 1 bus. day before class)

**TO REGISTER: PLEASE FILL IN COUPON BELOW &**  
**MAIL TO: NJAR, 295 Pierson Ave., EDISON, NJ 08837 or FAX TO: 732 404-8129**

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

*The GRI DESIGNATION, AFTER COMPLETING COURSES I, II & III, IS AWARDED TO REALTOR@s,, 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. NO REGISTRATIONS AT THE DOOR.. IF REGISTERING LESS THAN A WEEK BEFORE CLASS BEGINS, PLEASE CALL NJAR TO INSURE 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 GRI COURSE I at the Monmouth County Association of REALTORS®, Tinton Falls, NJ on Thursday, April 28, 2011 at 9am for \$300.**

**MY CHECK IS ENCLOSED FOR. (PAYABLE TO NJAR)** (checks cashed at once - - returned checks-\$25.00 fee)  
 OR

**I WILL CHARGE #** \_\_\_\_\_ **exp.date** (req) **Signature** (req)  
 (to be charged 1 bus. day before class) (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.....

GRI Course IV, is the supplemental 30 hr. program, which, along with the GRI designation, is the equivalent to the first section of the Real Estate Commission's Broker General Course requirements.\*

The Broker candidate will then be able to continue with the REC's mandatory 30 hour Agency/Ethics (Course V) and 30 hour Office Management (Course VI) to complete the educational requirements for the broker's license.

\* towards NJAR® 's brokers courses only.

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

NJAR® provides the educational requirements towards broker licensing. All other Real Estate Commission requirements must be met to attain a broker license