

2010 GRI Class Schedule - Required Classes

	100 Business Planning	101 Selling & Marketing	201 Financing	202 Contracts	203 Agency	204 Risk Management	307 Multi Cultural Marketing	308 Safe Real Estate
JAN	13 Phoenix (J.F.) 26 Tucson (M.L.G)	20-21 Phoenix (C.D.H.) 28-29 Prescott (M.V.)	20-21 Wht. Mtn. (P.R.)	28-29 WEMAR (M.L.)	7-8 SEVRAR (A.I.)	14-15 Scottsdale (D.C.)		
FEB		10-11 Tucson (M.V.) 17-18 Wht. Mtn. (M.V.)	10-11 Phoenix (D.C.)	16-17 Prescott (C.D.)	25-26 WEMAR (ML/DF)		2 SEVRAR (T.R.)	4-5 Scottsdale (L.H.)
MARCH		4-5 Scottsdale (M.V.) 22-23 Kingman (M.L.)	10-11 Yuma (N.S.) 25-26 Sedona (N.S.)	8-9 Phoenix (C.D.H.)		25-26 Prescott (M.L.) 25-26 WEMAR (D.M)		
APRIL		15-16 Northern AZ (D.C.) 29-30 SEVRAR (M.V.)	15-16 Scottsdale (N.S.) 22-23 L. Havasu (N.S.)	21-22 Tucson (A.I.)	7-8 Phoenix (ML/DM)		19 Prescott (T.R.) 22 Phoenix (D.C.)	15-16 WEMAR (D.M)
MAY	7 WEMAR (N.S.)		18-19 Tucson (P.R.) 27-28 WEMAR (N.S.)	3-4 Bullhead 13-14 SEVRAR (D.F.)	24-25 Scottsdale (A.I.)	19-20 Phoenix (ML/DM)		
JUNE		24-25 WEMAR (DF/ML)	24-25 SEVRAR (P.R.)	17-18 Northern AZ (D.C.) 22-23 Wht. Mtn. (C.D.H.)	7-8 Kingman (C.D.) 16-17 Tucson (C.D.) 24-25 Prescott (A.I.)		18 Scottsdale (T.R.)	16-17 Phoenix (D.M.)

Instructors:

*D.C. – David Compton
P.C. – Patricia Clark
C.D. – Cec Daniels
S.D. – Shari Dzubak
D.F. – Diane Flannigan
J.F. – Joann Fossland
D.G. – David Gilpatrick
M.L.G. – Mary Lee Greason*

*L.H. – Larry Hibler
C.D.H. – C. Dale Hillard
A.I. – Andy Israel
S.J. – Sue Jahns
M.L. – Marge Lindsay
D.M. – Don Martin
M.M. – Mike Mulvena
S.O. – Sherry Olsen*

*J.R. – Jeff Raskin
P.R. – Patrick Ritchie
T.R. – Tina Robbins
R.R. – Ron Roberts
N.S. – Nancy Seago
S.U. – Steve Urie
M.V. – Michael Valenti
J.W. – John Wenner*

2010 GRI Class Schedule - Elective Classes

	309 Assistants	311 Environmental Integrity	312 Effective Consumer Svc	314 Technology Strategies	315 Negotiating	317 How to Select A Property Manage. Co.	318 Property Management	319 1031 Tax Deferred Exchanges	320 Advanced Technology
JAN		15 WEMAR (S.U.)							
FEB			26 Scottsdale (D.C.)						
MARCH				18-19 SEVRAR (J.F.)					23 Tucson (J.F.)
APRIL									
MAY									6 Yuma (J.F.) 21 Scottsdale (J.F.)
JUNE				22-23 Phoenix (J.F.)					

****The GRI calendar is updated frequently. Please check www.AZGRI.com for the most current edition.**

2010 GRI Class Schedule - Required Classes

	100 Business Planning	101 Selling & Marketing	201 Financing	202 Contracts	203 Agency	204 Risk Management	307 Multi Cultural Marketing	308 Safe Real Estate
JULY	30 Scottsdale (N.S.)			14-15 Phoenix (C.D.H.)		12-13 Bullhead 22-23 SEVRAR (D.F.)	16 WEMAR (D.F.)	
AUG				26-27 Scottsdale (A.I.)	10-11 Phoenix (ML/DM)		31 Tucson (T.R.)	5-6 SEVRAR (L.H.)
SEPT			15-16 Phoenix (D.C.) 30-1 Yuma (ML/AI)			8-9 Tucson (D.C.) 30-1 WEMAR (D.M.)		13-14 Prescott (M.M.) 15-16 Wht. Mtn. (M.M.) 20-21 L. Havasu (MLG)
OCT	6 Phoenix (D.F.) 15 Prescott (N.S.)	19-20 Phoenix (M.L.)			14-15 WEMAR (ML/DF)		28 SEVRAR (T.R.)	7-8 Scottsdale (R.R.)
NOV			18-19 WEMAR (N.S.) 22-23 Prescott (N.S.)	4-5 SEVRAR (A.I.)		11-12 Scottsdale (ML/DF)		10-11 Tucson (M.M.)
DEC	16 SEVRAR (N.S.)	2-3 WEMAR (DF/ML)						9-10 WEMAR (D.M.)

2010 GRI Class Schedule - Elective Classes

	311 Environmental Integrity	312 Effective Consumer Service	314 Technology Strategies	315 Negotiating	316 Mentoring & Coaching	317 How to Select A Property Manage. Co.	318 Property Management	319 1031 Tax Deferred Exchanges	320 Advanced Technology
JULY	16 Prescott (MLG)								
AUG							12-13 WEMAR (S.U.) 18-19 Tucson (S.U.)		
SEPT	9 SEVRAR (D.G.)		16-17 Northern AZ (J.R.) 23-24 Scottsdale (J.F.)						
OCT			6-7 Tucson (J.F.)						18 Kingman (D.C.)
NOV									16 Phoenix (J.F.)
DEC	1 Tucson (M.L.G.)						16-17 L. Havasu (S.U.)	10 Scottsdale (P.C.)	

REQUIREMENTS TO EARN THE GRI DESIGNATION

All requirements must be completed within five years from your first class. An application fee is due and payable with your first module registration.

Required classes: 100,101, 201, 202, 203, 204, 307 and 308	Elective Classes two additional elective classes (Note 314 & 318 count as two classes)
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Two-day classes: 101, all of the 200 series, 308, 314 and 318. All other classes are one-day. All classes begin at 8:00 a.m. **Please note Modules 314 & 318 will count as two electives.** Pricing: **Please contact the Course Provider to verify cost of each class.**

COURSE ALTERNATIVE: If you have been in real estate for 3 yrs or more or had a production of 36 closed transaction sides, you may be eligible for the GRI Alternative class option. Information and application form is available on our website: www.aaronline.com. (You must fill out the application form and receive approval **prior to taking the alternative course(s)**.) We also offer an online version of Module 100, Business Planning. Complete information regarding this online class is available on our website: www.AZGRI.com

MODULE CONTINUING EDUCATION CREDIT RECAP

All modules offer license renewal credit		General	Contract Law	Agency Law	Commissioners Standards	Legal Issues	Disclosure	Fair Housing Issues
100	Business Planning	6						
101	Selling & Marketing Strategies	11					3	
201	Financing	11				3		
202	The Contract Class		5	3		3	3	
203	The Agency Class		3	5		3	3	
204	Risk Management				3	6	5	
306	Selling New Homes	3		3				
307	Multi-Cultural Marketing							6
308	Code of Ethics/Procuring Cause			3	5	3	3	
309	Assistants	3			3			
311	Environmental Integrity					3	3	
312	Effective Consumer Service	6						
314	Technology Strategies for the New Marketplace	14						
315	Negotiation Through Effective Communication	6						
316	Mentoring and Coaching	NO C/E						
317	How to Select a Property Management Company	3				3		
318	Property Management for Property Managers	6	3		3	3		
319	Tax Deferred (1031) Exchanges & Residential Real Estate Investors	3				3		
320	Advanced Customer Care through Technology	6						

GRI Course Provider Contact Information

Bullhead City/Mohave Valley	928-758-4808
Central AZ	928-474-1944
Kingman.....	928-692-3222
Lake Havasu.....	928-855-8423
West Maricopa Regional (Glendale and Sun City areas)	623-931-9294
Northern AZ.....	928-779-4303
Phoenix	602-246-1012
Prescott.....	928-445-2663
Scottsdale	480-945-2651
Sedona.....	928-282-5409
Southeast AZ (Sierra Vista)	520-458-7802
SEVRAR (Southeast Valley – Mesa)	480-833-7510
Tucson.....	520-327-4218
Western Pinal.....	520-421-1222
White Mountain	928-537-1107
Yuma.....	928-782-1628

AAR: 602-248-7787 OR 1-800-426-7274