



GRADUATE REALTOR® INSTITUTE

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2012 Class Schedule Required Classes

GRI 100	BUSINESS PLANNING 6 HOURS GENERAL CREDIT		
	February 24th	Scottsdale	Nancy Seago
	May 18th	WEMAR	Nancy Seago
	July 13th	Scottsdale	Nancy Seago
	December 11th	SEVRAR	Nancy Seago
GRI 101	SELLING & MARKETING STRATEGIES 3 HOURS DISCLOSURE & 11 HOURS GENERAL CREDIT		
	February 22-23	Tucson	Michael Valenti
	February 22-23	Western Pinal	Joeann Fossland
	March 1-2	Scottsdale	Michael Valenti
	May 10-11	SEVRAR	Marge Lindsay
	June 21-22	WEMAR	Marge Lindsay
	October 23-24	Phoenix	C. Dale Hillard
December 6-7	WEMAR	Marge Lindsay	



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GRI 201	UNDERSTANDING TRANSACTION FINANCING 3 HOURS R.E. LEGAL ISSUES & 11 HOURS GENERAL		
	February 8-9	Phoenix	David Compton
	April 12-13	Scottsdale	Patrick Ritchie
	May 3-4	WEMAR	Nancy Seago
	May 15-16	Tucson	Patrick Ritchie
	June 18-19	Bullhead	David Compton
	June 26-27	Western Pinal	Sue Jahns
	September 12-13	Phoenix	Patrick Ritchie
	November 1-2	SEVRAR	Patrick Ritchie
November 15-16	WEMAR	Patrick Ritchie	
GRI 202	THE CONTRACT CLASS 3 DISCLOSURE/3 AGENCY LAW/3 R.E. LEGAL ISSUES/5 CONTRACT LAW		
	March 7-8	Phoenix	C. Dale Hillard
	March 27-28	Western Pinal	Don Martin
	April 11-12	Tucson	Andy Israel
	April 19-20	Kingman	Marge Lindsay
	July 11-12	Phoenix	Marge Lindsay
	August 23-24	Scottsdale	Larry Hibler
	October 3-4	Yuma	Don Martin



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GRI 203	THE AGENCY COURSE 3 DISCLOSURE/3 R.E. LEGAL ISSUES/3 CONTRACT LAW/5 AGENCY LAW		
	February 16-17	WEMAR	Marge Lindsay
	April 4-5	Phoenix	Marge Lindsay
	April 26-27	Prescott	Andy Israel
	May 17-18	Scottsdale	Andy Israel
	July 12-13	Kingman	Don Martin
	July 24-25	Tucson	Don Martin
	July 24-25	Western Pinal	Andy Israel
	August 7-8	Phoenix	Marge Lindsay
October 11-12	WEMAR	Don Martin	
GRI 204	RISK MANAGEMENT 3 COMM. STANDARDS/ 5 DISCLOSURE/ 6 LEGAL ISSUES		
	March 15-16	Bullhead	Don Martin
	March 22-23	WEMAR	Don Martin
	May 2-3	Phoenix	David Compton
	May 23-24	Western Pinal	Marge Lindsay
	July 19-20	SEVRAR	David Compton
	July 26-27	Prescott	Marge Lindsay & Don Martin
	August 28-29	Tucson	Marge Lindsay
	September 27-28	WEMAR	Don Martin
November 8-9	Scottsdale	David Compton	



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GRI 307	FAIR HOUSING & DIVERSITY 6 HOURS FAIR HOUSING		
	February 3rd	SEVRAR	David Compton
	April 18th	Phoenix	David Compton
	June 8th	Scottsdale	Laura Kovacs
	July 20th	WEMAR	Laura Kovacs
	August 22nd	Western Pinal	Tina Robbins
	September 7th	Prescott	Tina Robbins
	September 24th	Bullhead	David Compton
	October 17th	Tucson	David Compton
October 26th	SEVRAR	Tina Robbins	
GRI 308	SAFE REAL ESTATE 3 DISCLOSURE/ 3 R.E. LEGAL ISSUES/ 3 AGENCY LAW/ 5 COM. STAN.		
	April 19-20	WEMAR	Larry Hibler
	June 6-7	Phoenix	Mary Lee Greason
	August 2-3	SEVRAR	Larry Hibler
	September 13-14	Western Pinal	Mike Mulvena
	October 4-5	Scottsdale	Ron Roberts
	November 7-8	Tucson	Mike Mulvena
December 13-14	WEMAR	Larry Hibler	



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2011 Elective Classes

311	ENVIRONMENTAL INTEGRITY 3 R.E. LEGAL ISSUES & 3 DISCLOSURE		
	March 9th	Scottsdale	Steve Urie
	September 7th	SEVRAR	David Gilpatrick
	December 6th	Tucson	Steve Urie
314	TECHNOLOGY STRATEGIES FOR THE NEW MARKETPLACE 14 HOURS GENERAL		
	March 29-30	SEVRAR	Joeann Fossland
	May 23-24	Phoenix	Joeann Fossland
	September 20-21	Scottsdale	Joeann Fossland
318	PROPERTY MANAGEMENT FOR PROPERTY MANAGERS 3 CONTRACT/ 3 R.E. LEGAL ISSUES/ 3 COM. STANDARDS/ 6 GENERAL		
	August 16-17	WEMAR	Steve Urie
	September 5-6	Tucson	Steve Urie
	October 23-24	Kingman	Steve Urie



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319	1031 TAX DEFERRED EXCHANGES 3 R.E. LEGAL ISSUES & 3 GENERAL		
	March 14th	Tucson	Nancy Seago
	April 27th	SEVRAR	Nancy Seago
	December 14th	Scottsdale	Nancy Seago
320	ADVANCED TECHNOLOGY 6 HOURS GENERAL		
	February 24th	Lake Havasu	Yvonne Coelet
	April 27th	Scottsdale	Joeann Fossland
	June 13th	Tucson	Joeann Fossland
	October 8th	Phoenix	Joeann Fossland

An application fee is due and payable with your first module registration.

All classes begin at 8:00 a.m.

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 transactions, you may be eligible for the GRI Alternative class option.

Information and application form is available on our website: www.AZGRI.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