

# 2012 GRI Schedule

Date / Location	Course	Instructor
February 13 Greensboro (Doubletree Hotel)	GRI 201: Business Planning	Zan Monroe
February 14 Greensboro (Doubletree Hotel)	GRI 202: Business Ethics	Bill Gallagher
February 22 Raleigh (Raleigh Reg. Association)	GRI 203: Legal Issues	Bill Gallagher
February 23 Raleigh (Raleigh Reg. Association)	GRI 103: Contract to Closing	George Bell
March 12 Raleigh (Raleigh Reg. Association)	GRI 104: Tax Planning	Tom Lundstedt
March 13 Raleigh (Raleigh Reg. Association)	GRI 302: Real Estate as an Investment	Tom Lundstedt
March 26 Charlotte (Charlotte Reg. Association)	GRI 303: Pricing Properties	Pam Ermen
March 27 Charlotte (Charlotte Reg. Association)	GRI 204: Trends in Real Estate	Pam Ermen
April 16 Wilmington (Wilmington Reg. Association)	GRI 101: Residential Financing	Don Cupit
April 17 Wilmington (Wilmington Reg. Association)	GRI 102: Listing Strategies	Allison Mooney
May 9 Charlotte (Charlotte Reg. Association)	GRI 301: Residential Construction	Bill Bass
May 10 Charlotte (Charlotte Reg. Association)	GRI 304: Property Management	Joe Rempson
August 8 Greensboro (NCAR Building)	GRI 301: Residential Construction	Bill Bass
August 9 Greensboro (NCAR Building)	GRI 304: Property Management	Joe Rempson
August 20 Raleigh (Raleigh Reg. Association)	GRI 101: Residential Financing	Don Cupit
August 21 Raleigh (Raleigh Reg. Association)	GRI 102: Listing Strategies	Allison Mooney
October 8 Wilmington (Wilmington Reg. Association)	GRI 201: Business Planning	Zan Monroe
October 9 Wilmington (Wilmington Reg. Association)	GRI 202: Business Ethics	Bill Gallagher
October 22 Charlotte (Charlotte Reg. Association)	GRI 104: Tax Planning	Tom Lundstedt
October 23 Charlotte (Charlotte Reg. Association)	GRI 302: Real Estate as an Investment	Tom Lundstedt
November 28 Raleigh (Raleigh Reg. Association)	GRI 303: Pricing Properties	Pam Ermen
November 29 Raleigh (Raleigh Reg. Association)	GRI 204: Trends in Real Estate	Pam Ermen
December 5 Charlotte (Superior School of RE)	GRI 203: Legal Issues	Bill Gallagher
December 6 Charlotte (Superior School of RE)	GRI 103: Contract to Closing	George Bell

## GRI Course Descriptions

**GRI 101 Residential Financing:** A “nuts and bolts” course on practical residential financing with guidelines on major programs. *CE*

**GRI 102 Creative Listing Strategies:** Learn how and why an organized approach to listing will help you experience an increase in financial success.

**GRI 103 From Contract To Closing:** This course provides the REALTOR® with a step-by-step approach to all NCAR forms. *CE*

**GRI 104 Tax Planning for the Real Estate Professional:** A basic course on tax laws affecting both real estate transactions, and the agent as an independent contractor. *CE*

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**GRI 201 Business Planning:** Are you running your business like a business? Do you have a written plan that you are following that guarantees success? This course will provide you with the tools, tactics, systems and business plan created from studying the most productive agents in the United States. There is a way to create a real estate business that will produce sales no matter what the market is doing.

**GRI 202 Business Ethics:** This includes case studies based on real-life agency situations and scenarios. Also covered, in depth discussion of the NAR Code of Ethics, typical issues today are real estate professionals are apt to encounter, and guidelines to apply when debating whether a decision is ethical.

**GRI 203 Legal Issues in Real Estate:** This practical course addresses the day-to-day legal issues faced by real estate agents regarding their responsibilities, the pitfalls, and ways to reduce their risks. *CE*

**GRI 204 Real Estate Trends:** This course is a comprehensive look at the trends affecting the real estate industry today. Trends in the economy, the real estate industry, the latest in technology, marketing, buying and selling will be discussed.

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**GRI 301 Residential Construction:** This course reviews the basics of residential construction and will show you how this information can help close more sales. *CE*

**GRI 302 Residential Real Estate As An Investment:** Learn how to analyze investment real estate before you buy, how to manage it for maximum profitability, and how to reduce the income tax burden when you dispose of your property. BRING YOUR CALCULATOR! *CE*

**GRI 303 Pricing Residential Properties – The Valuation Process:** This course reviews the process of determining the listing price of residential real estate. BRING YOUR CALCULATOR! *CE*

**GRI 304 Property Management:** This course is an introduction to the property management business. It will review the laws of North Carolina that are particular to residentially leased properties, including handling security deposits, maintenance requirements and federal safety regulations as they relate to investment homes or condos. *CE*