



GRADUATE REALTOR® INSTITUTE

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2012 Class Schedule Required Classes

100	BUSINESS PLANNING		
	December 11th	SEVRAR	Nancy Seago
101	SELLING & MARKETING STRATEGIES 3 HOURS DISCLOSURE & 11 HOURS GENERAL CREDIT		
	October 23-24	Phoenix	C. Dale Hillard
	November 1-2	Lake Havasu	Marge Lindsay
	December 6-7	WEMAR	Marge Lindsay/Larry Hibler
201	UNDERSTANDING TRANSACTION FINANCING 3 HOURS R.E. LEGAL ISSUES & 11 HOURS GENERAL		
	November 1-2	SEVRAR	Patrick Ritchie
	November 15-16	WEMAR	Patrick Ritchie
203	THE AGENCY COURSE 3 DISCLOSURE/3 R.E. LEGAL ISSUES/3 CONTRACT LAW/5 AGENCY LAW		
	October 11-12	WEMAR	Don Martin
204	RISK MANAGEMENT 3 COMM. STANDARDS/ 5 DISCLOSURE/ 6 LEGAL ISSUES		
	November 8-9	Scottsdale	David Compton
307	FAIR HOUSING & DIVERSITY 6 HOURS FAIR HOUSING		
	October 17th	Tucson	David Compton
	October 26th	SEVRAR	Tina Robbins



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308	SAFE REAL ESTATE 3 DISCLOSURE/ 3 R.E. LEGAL ISSUES/ 3 AGENCY LAW/ 5 COM. STAN.		
	October 4-5	Scottsdale	Ron Roberts
	November 7-8	Tucson	Mike Mulvena
	December 13-14	WEMAR	Larry Hibler
311	ENVIRONMENTAL INTEGRITY 3 R.E. LEGAL ISSUES & 3 DISCLOSURE		
	December 6th	Tucson	Steve Urie
314	TECHNOLOGY STRATEGIES FOR THE NEW MARKETPLACE		
	October 23-24	White Mountain	Joeann Fossland
318	PROPERTY MANAGEMENT FOR PROPERTY MANAGERS 3 CONTRACT/ 3 R.E. LEGAL ISSUES/ 3 COM. STANDARDS/ 6 GENERAL		
	October 23-24	Kingman	Steve Urie
319	1031 TAX DEFERRED EXCHANGES 3 R.E. LEGAL ISSUES & 3 GENERAL		
	December 3rd	Scottsdale	Nancy Seago
320	ADVANCED TECHNOLOGY 6 HOURS GENERAL		
	October 3rd	Phoenix	Joeann Fossland