



MARCH 2025

GRI-5: BUYERS

March 3 – 4, 2025 » 9 a.m. – 1 p.m.

CE Hours: 7.5; 3 in Fair Housing & 2 in Agency

Member Price: \$125

Instructor: Jeffrey Decatur

Demonstrate your value to buyers from pre-qualifying to closing. Design a presentation package to secure the buyer as a client. Answer questions on qualifying, financing, and safe showing. Provide guidance on preparing an offer, negotiating, and closing. Ensure Fair Housing compliance.



NAR – BIAS OVERRIDE: OVERCOMING BARRIERS TO FAIR HOUSING

March 19, 2025 » 9 a.m. – 12 p.m.

CE Hours: 3; 2 in Implicit Bias

Member Price: \$50

Instructor: Randy Templeman

Interrupt stereotypical thinking to avoid fair housing pitfalls and provide equal professional service to every customer or client. Examine the history of bias in real estate, learn about the mind science of identity, study how implicit bias can result in fair housing violations and learn tactics to prevent this influencing behavior. Engage in interactive exercises to enhance communication skills and business relationships with clients of all backgrounds.

MRP – MILITARY RELOCATION PROFESSIONAL

March 6 – 7, 2025 » 9 a.m. – 1 p.m.

CE Hours: 6.5

Member Price: \$125

Instructor: Lin Fields

Learn military acronyms—PCS to RAP to BAH and more—along with the essentials to help current and former military members find housing solutions that best suit their needs. Gain an understanding of the processes and procedures involved in a military relocation and how it influences housing choices. Identify and provide services that help service members sell or find and purchase suitable homes including short sales and use of benefits such as VA financing.



GRI-4: LEGAL

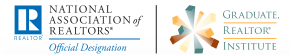
March 20 – 21, 2025 » 9 a.m. – 1 p.m.

CE Hours: 7.5; 1 in Legal Matters

Member Price: \$125

Instructor: Neil B. Garfinkel, Esq.

Operate your business without the risk of claims, fines and lawsuits. Gain a complete understanding of advertising that is legal and ethical; contracts, forms, deposits, disclosures, and record retention; risk management strategies; title insurance and settlement procedures.



GRI-2: BUSINESS

March 12 – 13, 2025 » 9 a.m. – 1 p.m.

CE Hours: 7.5

Member Price: \$125

Instructor: Linda D'Amico

Take your business to the next level and gain market share. Provides the building blocks to create an effective business plan; build support structures using assistants and teams; prospect successfully and tap into niche markets and develop policies to avoid risk.



ABR – ACCREDITED BUYERS REPRESENTATIVE

March 24 – 27, 2025 » 9 a.m. – 1 p.m.

CE Hours: 15; 2 Agency—Satisfies DOS training requirement.

Member Price: \$295

Instructor: Nancy Mosca

Become a proficient, profitable buyer's representative, serving with quality, fidelity and confidence. Gain a thorough understanding of agency relationships, policy options and disclosure requirements. Avoid conflicts of interest and reduce your legal liability. Develop negotiating skills and build buyer commitment by helping buyers find the right property at the right terms and price in both buyer's and seller's markets.



RSPS – RESORT & SECOND HOME SPECIALIST

March 17 – 18, 2025 » 9 a.m. – 1 p.m.

CE Hours: 7.5

Member Price: \$150

Instructor: Jerry Cibulski

Specialize in buying, selling or managing resort properties and second homes for recreation, investment or development.



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