



GRADUATE,  
REALTOR®  
INSTITUTE

# Set Yourself Apart With A GRI

## Agents and Brokers that Earn the GRI Designation:

- **Earn more money.** On average, a GRI designee earns nearly 50 percent more than an agent without a designation. (Source: 2013 NAR Member Profile)
- **Stay on the cutting edge of real estate standards and practices.** By learning about diverse topics that affect today's practicing agent, the GRI covers topics such as: The sales process (business development, sales and marketing, customer client services and cultural diversity); Legal and regulatory (risk management and contract law); Technology (communications and real estate business technology); and Professional standards (NAR code of ethics, standards of practice and arbitration/mediation).
- **Serve and protect their clients.** Because of their understanding of new technology, laws, and procedures, GRI designees are better able to serve and protect their increasingly sophisticated clients.

For more information visit: [www.azgri.com](http://www.azgri.com)



## SEVRAR 2017 Class Schedule

### JANUARY 19

#### GRI: Safe RE

Larry Hibler

9:00 AM - 4:00 PM

### FEBRUARY 17

#### GRI: Market Essentials

Stacey Onnen

9:00 AM - 4:00 PM

### MARCH 9

#### Military Relocation Program (MRP)

Jimmy Vercellino

8:00 AM - 4:00 PM

### APRIL 21

#### GRI: Agency

Holly Mabery

9:00 AM - 4:00 PM

### MAY 3 & 4

#### Accredited Buyer Representative (ABR)

Holly Mabery

8:00 AM - 4:00 PM

### MAY 11

#### GRI: Financing

Patrick Ritchie

9:00 AM - 4:00 PM

### JUNE 22-23

#### SRE: Seniors RE Specialist

Frank Dickens

9:00 AM - 4:00 PM

### JULY 21

#### Marketing Reboot

Stacey Onnen

9:00 AM - 4:00 PM

### AUGUST 3 & 4

#### GRI: The Contract

Andy Israel

8:00 AM - 4:00 PM

### AUGUST 8

#### GRI: Market Essentials

David Gilpatrick

9:00 AM - 4:00 PM

### AUGUST 17 & 18

#### GRI: Risk Management

Larry Hibler / Marge Lindsay

8:00 AM - 4:00 PM

### OCTOBER 9

#### GRI: Safe RE

Mike Mulvena

9:00 AM - 4:00 PM

### OCTOBER 20

#### GRI: Financing

Patrick Ritchie

9:00 AM - 4:00 PM

### DECEMBER 7

#### GRI: Transaction Technology

Stacey Onnen

9:00 AM - 4:00 PM

SouthEast Valley  
REGIONAL ASSOCIATION OF REALTORS®

