



GRADUATE,  
REALTOR®  
INSTITUTE

# SEVRAR 2019 GRI CLASS SCHEDULE

## 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.

Register at [www.sevvar.com](http://www.sevvar.com)

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



Updated 01/14/2019

### GRI: MARKET ESSENTIALS JANUARY 15 | SEPTEMBER 24

Holly Mabery  
9:00 A.M. - 4:00 P.M.

### ABR: RESORTS AND SECOND HOMES FEBRUARY 08

Holly Mabery  
9:00 A.M. - 4:00 P.M.

### MILITARY RELOCATION PROGRAM FEBRUARY 11

Jimmy Vercellino  
9:00 A.M. - 5:00 P.M.

### GRI: AGENCY FEBRUARY 21 | JULY 15

Stacey Onnen  
9:00 A.M. - 4:00 P.M.

### GRI: TRANSACTION APRIL 16 | NOVEMBER 14

Jeff Raskin  
9:00 A.M. - 4:00 P.M.

### ACCREDITED BUYERS REPRESENTATIVE APRIL 29 - 30

Mandy Neat  
9:00 A.M. - 4:00 P.M.

### GRI: THE ANATOMY OF THE CODE OF ETHICS MAY 24 | NOVEMBER 18

Mike Mulvena  
9:00 A.M. - 4:00 P.M.

### GRI: RISK MANAGEMENT JUNE 6 - 7 | OCTOBER 10 - 11

David Compton  
9:00 A.M. - 5:00 P.M.

### GRI: CONTRACTS JUNE 11 - 12

Holly Mabery  
9:00 A.M. - 5:00 P.M.

### REAL ESTATE NEGOTIATION EXPERT JUNE 13 - 14

Evan Fuchs  
9:00 A.M. - 4:00 P.M.

### GRI: FINANCING AUGUST 15

Jimmy Vercellino  
9:00 A.M. - 4:00 P.M.

