

GRI One Atlanta

MONDAY, March 12, 2012

- 8:35 am - 9:00 am **GRI Check-In and Coffee**
- 9:00 am - 9:15 am **Orientation (Mandatory)**
- 9:20 am - 3:10 pm **Financing I**
Tony Macaluso
- 3:25 pm - 5:35 pm **Procuring Cause... Who's Really Entitled to a Commission**
Karen Loftus

TUESDAY, March 13, 2012

- 8:15 am - 11:40 am **GAR Contracts**
Howell Haunson
- 1:00 pm - 2:00 pm **Federal Regulations**
Karen Loftus
- 2:15 pm - 4:25 pm **Secrets to Listing Success**
Tom Gillett

WEDNESDAY, March 14, 2012

- 8:15 am - 9:15 am **Environment Issues**
Lee Wiggins
- 9:30 am - 11:40 am **Building a Closing**
Howell Haunson
- 1:00 pm - 4:25 pm **Developing & Implementing a Business Plan**
Tom Gillett
- 7:00 pm **Party**

THURSDAY, March 15, 2012

- 8:15 am - 11:40 am **Government Effects on Real Estate**
Denny Jones
- 1:00 pm - 3:15 pm **Code of Ethics**
Buddy Weston
- 3:25 pm - 4:25 pm **Fair Housing**
Buddy Weston

FRIDAY, March 16, 2012

- 8:15 am - 2:00 pm **Money, Taxes and the Real Estate Agent**
Tom Lundstedt
- 2:15 pm - 4:25 pm **Attitude Science**
Kit Cummings

SATURDAY, March 17, 2012

- 7:30 am - 11:00 am **EXAM**

MONDAY BREAKS

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|---------------------|---------------------------------|
| 9:15 am - 9:20 am | Transition to classrooms |
| 10:20 am - 10:35 am | Break |
| 11:35 am - 1:00 pm | Lunch (on your own) |
| 2:00 pm - 2:10 pm | Break |
| 3:10 pm-3:25 pm | Soda Break |
| 4:25 pm - 4:35 | Break |

TUESDAY - FRIDAY BREAKS

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|---------------------|----------------------------|
| 9:15 am - 9:30 am | Coffee Break |
| 10:30 am - 10:40 am | Break |
| 11:40 pm - 1:00 pm | Lunch (on your own) |
| 2:00 pm - 2:15 pm | Soda Break |
| 3:15 pm - 3:25 pm | Break |