

GRI Two Savannah

MONDAY, July 23, 2012

- 8:35 am - 9:00 am **GRI Check-In and Coffee**
- 9:00 am - 9:15 am **Orientation (Mandatory)**
- 9:20 am - 11:35 am **Expired Listings/FSBOs**
Karen Loftus
- 1:00 pm - 3:10 pm **Negotiating Your Way to a Winning Season**
Karen Loftus
- 3:25 pm - 5:35 pm **Short Sales, Foreclosure, Work Outs**
Tony Macaluso

TUESDAY, July 24, 2012

- 8:15 am - 10:30 am **Millennium Tech Tools**
Amy Chorew
- 10:40 am - 2:00 pm **Negotiating Home Inspection Issues**
Lee Wiggins
- 2:15 pm - 4:25 pm **Avoid Appraisal Problems**
Karen Loftus

WEDNESDAY, July 25, 2012

- 8:15 am - 10:30 am **Law and Disorder**
Tom Gillett
- 10:40 am - 2:00 pm **Representing Clients and Cooperating with Agents**
Pat Johnson
- 2:15 pm - 4:25 pm **Finance and the Purchase and Sale Agreement**
Howell Haunson
- 7:00 pm **Party**

THURSDAY, July 26, 2012

- 8:15 am - 10:30 am **Professional Standards**
Buddy Weston
- 10:40 am - 4:25 pm **Arbitration and Ethics Hearing Process**
Dana Bauguss

FRIDAY, July 27, 2012

- 8:15 am - 10:30 am **Diversity in Real Estate**
Pedro Carrillo
- 10:40 am - 2:00 pm **RE Exchanges**
John Mangham
- 2:15 pm - 4:25 pm **To be determined**

SATURDAY, July 28, 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 |