



NATIONAL
ASSOCIATION of
REALTORS®
Official Designation



GRADUATE,
REALTOR®
INSTITUTE

GRI One Athens

MONDAY, July 18, 2011

- 8:35 am - 9:05 am **GRI Check-In**
- 9:05 am - 9:20 am **Orientation (Mandatory)**
- 9:40 am - 3:50 pm **Financing I**
Tony Macaluso
- 4:10 pm - 6:10 pm **Procuring Cause...
Who's Really Entitled
to a Commission**
Karen Loftus

TUESDAY, July 19, 2011

- 8:15 am - 12:00 pm **GAR Contracts**
Howell Haunson
- 1:30 pm - 2:30 pm **Federal Regulations**
Karen Loftus
- 2:50 pm - 5:10 pm **Secrets to Listing Success**
Tom Gillett

WEDNESDAY, July 20, 2011

- 8:15 am - 9:20 am **Environment Issues**
Lee Wiggins
- 9:40 am - 12:00 pm **Building a Closing**
Howell Haunson
- 1:30 pm - 5:10 pm **Developing &
Implementing a
Business Plan**
Tom Gillett
- 7:00 pm **Party**

THURSDAY, July 21, 2011

- 8:15 am - 12:00 pm **Government Effects
on Real Estate**
Denny Jones
- 1:30 pm - 3:50 pm **Code of Ethics**
Buddy Weston
- 4:10 pm - 5:10 pm **Fair Housing**
Buddy Weston

FRIDAY, July 22, 2011

- 8:15 am - 2:30 pm **Money, Taxes and the
Real Estate Agent**
Tom Lundstedt
- 2:50 pm - 5:10 pm **Closing Session
(GRI One, Two & Three)**
Jill Elliott

SATURDAY, July 23, 2011

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

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|---------------------|----------------------------|
| 9:20 am - 9:40 am | Coffee Break |
| 10:40 am - 11:00 am | Break |
| 12:40 pm - 1:30 pm | Lunch (on your own) |
| 2:30 pm - 2:50 pm | Coffee Break |
| 3:50 pm - 4:10 pm | Break |