



NATIONAL
ASSOCIATION of
REALTORS®
Official Designation



GRADUATE,
REALTOR®
INSTITUTE

GRI Two 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 - 12:00 pm **Expired Listings/FSBOs**
Karen Loftus
- 1:30 pm - 3:50 pm **Art of Negotiation**
Karen Loftus
- 4:10 pm - 6:10 pm **Short Sales, Foreclosure,
Work Outs**
Tony Macaluso

TUESDAY, July 19, 2011

- 8:15 am - 10:40 am **Millennium Tech Tools**
Amy Chorew
- 11:00 am - 2:30 pm **Negotiating Home
Inspection Issues**
Lee Wiggins
- 2:50 pm - 5:10 pm **Avoid Appraisal Problems**
Karen Loftus

WEDNESDAY, July 20, 2011

- 8:15 am - 10:40 am **Law and Disorder**
Tom Gillett
- 11:00 am - 2:30 pm **Representing Clients and
Cooperating with Agents**
Pat Johnson
- 2:50 pm - 5:10 pm **Finance and the Purchase
and Sale Agreement**
Howell Haunson
- 7:00 pm **Party**

THURSDAY, July 21, 2011

- 8:15 am - 10:40 am **Professional Standards**
Buddy Weston
- 11:00 am - 5:10 pm **Arbitration and Ethics
Hearing Process**
Dana Bauguss

FRIDAY, July 22, 2011

- 8:15 am - 10:40 am **Diversity in Real Estate**
Pedro Carrillo
- 11:00 am - 2:30 pm **RE Exchanges**
John Mangham
- 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 |