



GRADUATE,  
REALTOR®  
INSTITUTE

# GRI: Market Essentials

## Course Topic:

This class is intended to help the REALTOR® identify their role in qualifying a property to get it ready for listing. Students will review "red flag" issues and the impact they can have on disclosures, inspections, appraisals and ultimately – the closing. It will include scenarios that will carry through each unit of the class highlighting the buyer's and seller's perspective of the process.

## License Renewal Hours:

**3 Agency**  
**3 Disclosure**

The GRI designee is the best prepared and most knowledgeable Arizona real estate practitioner.

Agents completing the program learn the fundamentals of brokerage and other areas of real estate specialization.

Only members of National Association of REALTORS® may hold the GRI designation.

Complete your GRI in 5 years, obtaining over 95 hours of learning.

## Join Us for this Special GRI Designation Offer

**Wednesday, Aug. 8, 2018**  
**9 a.m. to 4 p.m.**

**SouthEast Valley Regional Association of REALTORS®**  
**Conference Center**  
**1733 E. Northrop Blvd., Chandler 85286**

## Instructor: Holly Mabery

**ABR®, CRMS, GRI, rCRMS, RSPS, SRS**

Holly Mabery has been in real estate since 1998 working as a full time agent. In addition to working with buyers and sellers, Holly has served as a designated broker and business coach for Realtors®. She has and continues to serve on various committees at the local, state and national level as well as serving as 2012 President of the Arizona Association of REALTORS®. Holly is a certified GRI instructor for Market Essentials, Agency, and the Contract Classes.

**NOTE: Application, fee and additional courses required to obtain designation**

**REGISTER: <http://www.SEVRAR.com/education>**

## INDIVIDUAL COURSE PRICING:

**\$79 Early Bird Through July 29, 2018**  
**\$30.00 GRI Designee**

**\$99 After July 29, 2018**

## CONTACT INFORMATION

NAME \_\_\_\_\_ Phone (    ) \_\_\_\_\_

ADDRESS \_\_\_\_\_  HOME  OFFICE

CITY /STATE /ZIP \_\_\_\_\_ E-MAIL \_\_\_\_\_

## PAYMENT INFORMATION

\_\_\_\_\_  CHECK  VISA  M/C  DISCOVER  AMEX \_\_\_\_\_

EXP. DATE \_\_\_\_\_ CSC \_\_\_\_\_

NRDS # \_\_\_\_\_

\$ \_\_\_\_\_  
AMOUNT



**EMAIL TO:**  
**kcullen@sevrar.com**

## SIGNATURE

By signing, you are confirming that you have read, understand, and agree with our cancellation policy below. Cancellation: Fees will be refunded less a \$25.00 service charge, if written notification is received two weeks prior to class. After two weeks, no refunds will be given.

