



# This course is being sponsored by the South Dakota Association of REALTORS®

204 North Euclid, Pierre, South Dakota 57501  
 Phone: 605-224-0554 / FAX: 605-224-8975 / Toll Free in S.D. 1-800-227-5877  
 Online Registration at: [www.sdrealtor.org](http://www.sdrealtor.org) / E-MAIL: [sdar@sdrealtor.org](mailto:sdar@sdrealtor.org)



## GRI 101 PROFESSIONAL PERFORMANCE

Do you want to be able to establish and maintain a listing farm or identify potential sources of business and apply a networking plan? Do you need to improve your skills at listing, selling, and pricing property? Would you like to explore effective marketing methods for properties, homebuilders, and personal service? Then register now! This class will thoroughly cover and demonstrate all the steps in the sales process from contract-to-close including: pricing property, handling offers, listing, marketing, and showing a property— everything to make your performance as a real estate agent truly professional!

**Thursday & Friday  
 July 8-9, 2010  
 Best Western Ramkota  
 Pierre  
 920 W Sioux  
 605-224-6877**

### With Instructor:



#### Chuck Bode, GRI, CRS

REALTOR® Chuck Bode sold 54 units his first year in real estate without a computer or a personal assistant! This former high school teacher and coach has a rare blend of humor, real world experience and passion for the real estate industry. Chuck is Associate Broker of N. P. Dodge Real Estate Company. He is a featured speaker at many state conventions, NAR's National Convention, private company programs and

CRS sales rallies. He was the Selected Master of Ceremonies for the '99 Rally in Las Vegas. Chuck has been teaching real estate and sales courses for the last 24 years and is a Senior Instructor for the Council of Residential Specialists.

### TUITION FEES

	<b>REGISTER ON OR BEFORE JUNE 17 TO SAVE \$25 OFF REGULAR TUITION!</b>	<b>Early Bird Discount</b> (On or before June 17)	<b>Regular Tuition</b> (after June 17)	<b>Late or On-Site</b> (within 24 hrs. or less)
SDAR REALTOR® Members		<b>\$200</b>	<b>\$225</b>	<b>\$250</b>
REALTOR® w/GRI Designation		<b>\$100</b>	<b>\$112.50</b>	<b>\$125</b>
Non-SDAR Members		<b>\$250</b>	<b>\$275</b>	<b>\$300</b>

*Registrations are not regarded as complete nor confirmed until full payment of all tuition fees are received in the SDAR office.*

### This course will cover...

- **Marketing Methods**
- **Pricing Property**
- **Handling Offers**
- **Listing Techniques**
- **Prospecting**
- **Showing Properties**
- **Business Building**
- **Promotion & Planning**

### CONTINUING EDUCATION

Real Estate license renewal	<b>16 Elective</b>
Post Licensing—2nd Period	<b>3 hr Marketing</b>
Appraiser CE	<b>4 hrs.</b>

### CLASS SCHEDULE:

#### Both Days

Sign-In Time:	7:30am—8:00
First Session Start Time	8:00am—12:00noon
Lunch Break (1 hr. )	12:00noon—1:00pm
Second Session Start:	1:00pm—4:00pm
GRI Exam Begins (second day only)	4:00—5:00pm

*Tuition fees include: Morning and Afternoon break items and beverages, all required classroom materials, administrative fees and submission of CE.*

## GRI

### DESIGNATION PROGRAM REQUIRED COURSE



This is a required course in the SD GRI Designation Program. GRI Candidates must earn a minimum score of 70% on the course exam to successfully complete the course for GRI credit.

*\*CE not affected by test scores.*

*GRI Designees and Non-members are not required to take the exam.*

**SDAR REFUND POLICY:** All requests for refunds need to be submitted **in writing** to SDAR by mail, fax, or e-mail and should include all pertinent information and reason for the refund. Requests for refunds received **14 calendar days prior** to the event will receive a **full refund minus** a processing fee of \$20. Refunds requested **less than 14 calendar days** prior to the class will receive a **50% refund minus** a processing fee of \$20. Refunds requested **the day of the class** or those registrants who do not attend (**no-show**) will **not** be given a refund unless the reason is deemed unavoidable. All approved refunds will be processed within **one week following** the date of the course. **\$25** additional fee for registering at the door.

This form may be used to register for any GRI course currently being offered in the REALTOR® Institute Schedule.



**SOUTH DAKOTA  
ASSOCIATION  
OF REALTORS®**



Three ways to Register for classes! Send form to SDAR...  
**By Mail:** 204 N. Euclid Ave. Pierre, SD 57501  
**By FAX:** (605) 224-8975  
**Or go Online:** www.sdrealtor.org

Registrations are **NOT** considered complete nor confirmed until the SDAR office receives full payment of tuition fees.

Early Bird Tuition <i>BEST VALUE!</i>	Regular Tuition (SDAR standard pricing)	Late Registration (includes 24 hrs. in advance and on-site)	COURSE Date & Location <small>(DAY / MONTH LOCATION)</small>	GRI NUMBER / SUBJECT MATTER / HOURS  <i>GRI DESIGNEES ATTEND CLASS FOR HALF PRICE!</i>	Non-Member Tuition
\$ 200	\$225	\$250	___ / ___	<input type="checkbox"/> GRI 101 Professional Performance—16 hrs	\$ 250
\$ 110	\$135	\$160	___ / ___	<input type="checkbox"/> GRI 102 Contract Law—8 hrs	\$ 150
\$ 110	\$135	\$160	___ / ___	<input type="checkbox"/> GRI 103 Agency Law—8 hrs	\$ 150
\$ 110	\$135	\$160	___ / ___	<input type="checkbox"/> GRI 201 Real Estate Finance—8 hrs	\$ 150
\$ 110	\$135	\$160	___ / ___	<input type="checkbox"/> GRI 202 Res. Construction & Environ. Issues—8 hrs	\$ 150
\$ 200	\$225	\$250	___ / ___	<input type="checkbox"/> GRI 203 Ethics, Conduct & Legal Issues—16hrs	\$ 250
\$ 110	\$135	\$160	___ / ___	<input type="checkbox"/> GRI 204 Home Inspection and Appraisal—8hrs	\$ 150
\$ 110	\$135	\$160	___ / ___	<input type="checkbox"/> GRI 205 Cultural Diversity—8hrs	\$ 150
\$ 110	\$135	\$160	___ / ___	<input type="checkbox"/> GRI 206 Succeed With Technology—8 hrs	\$ 150
\$ 200	\$225	\$250	___ / ___	<input type="checkbox"/> GRI 207 Intro. to Real Estate Investing—16 hrs	\$ 250
\$ 110	\$135	\$160	___ / ___	<input type="checkbox"/> GRI 208 Planning a Real Estate Career—8 hrs	\$ 150



**REGISTRANT INFORMATION:** Name (please print): \_\_\_\_\_

Company: \_\_\_\_\_ RE License Type/Number: \_\_\_\_\_

Business Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Business Phone: \_\_\_\_\_ FAX: \_\_\_\_\_

E-mail: \_\_\_\_\_ NRDS# (IF KNOWN) \_\_\_\_\_

Designations held?:  GRI  ABR  CRS  Other (specify): \_\_\_\_\_ Working you working towards a GRI Designation? YES / NO

Is the first GRI course you have attended? YES / NO Would you like more information about the GRI Designation? YES / NO

**METHOD OF PAYMENT:** By Check for \$ \_\_\_\_\_ (enclosed) **Paid tuition fees required prior to class placement**

**CREDIT CARD**

I would like SDAR to charge my ( \_\_ MC ) ( \_\_ VISA ) ( \_\_ Discover ) for the amount of \$ \_\_\_\_\_

Account Number: \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_ Exp. Date: \_\_\_\_\_ - \_\_\_\_\_

Name On Account: \_\_\_\_\_ Signature: \_\_\_\_\_

Please indicate if you have a disability requiring special services at this course. Provide a description of your specific needs:  
 \_\_\_\_\_

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