



Earn Your GRI!

## 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



# GRI 207-Intro to Real Estate Investment



## WITH INSTRUCTOR: TOM LUNDSTEDT

Tom Lundstedt has spoken to thousands of audiences throughout the United States. He is a recognized expert on the subjects of investment real estate and taxation. A former major

league baseball player with the Chicago Cubs and Minnesota Twins, Tom has a unique ability to present complex information in an entertaining and enlightening way. Additionally, his enthusiasm, humor and sports background make him a popular keynote and after-dinner speaker. Tom holds a bachelor's degree in business administration from the University of Minnesota as well as the prestigious CCIM designation from the National Association of REALTORS®.

## This course will cover...

- Using your IRA to buy and sell real estate
- How to enlighten and motivate buyers
- How to calculate the rate of return *before* the purchase
- Maximizing tax benefits by using the depreciation deduction most people overlook



# GRI

## DESIGNATION PROGRAM REQUIRED COURSE

*This is a required course in the SD GRI Designation Program. GR 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.*

## Thursday & Friday November 11-12, 2010 Ramkota Best Western Pierre

920 W. Sioux Ave  
605.224.6877

**\*Room Block Available**

### TUITION FEES:

<b>REGISTER ON OR BEFORE OCT 21 TO SAVE \$25 OFF REGULAR TUITION!</b>	<b>Early Bird Discount</b> (On or before Oct 21)	<b>Regular Tuition</b> (after Oct 21)	<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.*

### CONTINUING EDUCATION

Real Estate license renewal.....	<b>16 Elective</b>
Appraiser CE.....	<b>16 hrs.</b>

### CLASS SCHEDULE:

#### Both Days

Sign-In Time:	7:30am—8:00 am
First Session	8:00am—12:00noon
Lunch Break (1 hr. )	12:00noon—1:00pm
Second Session	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.**

### HOW TO REGISTER:

To download a faxable registration form  
Go to [www.sdrealtor.org](http://www.sdrealtor.org) and click on EVENTS Or follow the Online Registration link on the left side!

**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.



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 / CLASS SUBJECT/ HOURS (EXAM TIME INCLUDED IN TOTAL HOURS)  <i>GRI DESIGNEES ATTEND CLASS FOR HALF PRICE!</i>	Non-Member Tuition
			DAY / MONTH	LOCATION		
\$ 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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