



***IT'S NOT TOO LATE – THERE IS STILL TIME!***

**Reinvest in Yourself – Recommit to Your Career**

It's not too late to enroll in DERA's GRI designation program. Follow through with your commitment to increase your knowledge and income\* by obtaining your GRI designation.

Enroll and prepay by March 10<sup>th</sup> and **save \$300** or pay as you go and receive a 10% rebate if you complete the program this year at DERA. See below for details or call us at (303) 688-0941.

\*According to a NAR multi-year study, licensees with a GRI designation earn on average \$30,000+ per year more than licensees without the GRI designation.

**Graduate REALTOR<sup>®</sup> Institute (GRI) Designation**

**Special Prepaid Discount Price**

GRI alone was \$1,200, **NOW \$900** (25% discount)

**or**

**10% Rebate**

If you miss out on the prepay discount, DERA will offer a 10% rebate from the total price of the GRI Designation to be issued upon completion. If the designation is not completed, no rebate will be given. All classes must be completed by September 2009 and must be taken at DERA. Only one discount can apply.

**March**

- 11 Selling Your Way to Success: Working With Sellers
- 18 Turning Home Ownership into an Investment Strategy

**April**

- 15 Servicing the Cyberspace Customer
- 21 The Changing Face of Real Estate
- 23 Listing Contracts: Basic Training

**May**

- 5 Ethical and Professional Practices of REALTORS<sup>®</sup>
- 6 Getting the Most Out of the Investment
- 13 Agency and Disclosure

**June**

- 2 Financing the Deal (Formerly Real Estate Finance)
- 16 Becoming More Than a Tour Guide: Working with Buyers
- 24 Housing Construction: Building a Solid Foundation

## **July**

- 7 Sales Contracts: Back to Basics
- 9 Selling a New Home is Different (Formerly Marketing & Selling New Homes)

## **August**

- 12 Ethical and Professional Practices
- 17 What You Don't Know Can Hurt You (Formerly Law I)
- 18 Water: Colorado's 21<sup>st</sup> Century Gold
- 25 Risky Business (Formerly Risk Reduction)

## **September**

- 10 Building Successful Relationships
- 15 Becoming More Than a Tour Guide: Working with Buyers

### ***Completion of GRI Designation Requires:***

- ❖ Payment of \$75 application fee to CAR before the completion of the program.
- ❖ Each candidate is required to complete 90 hours of course work.
- ❖ Students may choose their own courses in the program with the exception of The Ethical and Professional Practices of REALTORS® which is the only course required under the Colorado GRI program.
- ❖ Each course runs from 9-4 and is 6 hours GRI credit. Additional courses may be viewed on the DERA website at: [derarealtors.com](http://derarealtors.com).

**Please note there are no refunds and no exceptions.**

**Registration deadline is March 10, 2009 at: [www.derarealtors.com](http://www.derarealtors.com).**

### ***To enroll, follow these simple steps:***

1. Go to DERA's website at [www.derarealtors.com](http://www.derarealtors.com).
2. Click on "Tools of the Trade-Your *Blueprint to Success*" banner at the top.
3. Log in with realtor.org user name and password. This may be your identification number with the National Association of REALTORS® (NRDS #) or one you set yourself.
4. The eCommerce menu will display - Select email.
5. Select the desired featured item on the left side.
6. Enter quantity and click "Add to Shopping Cart."
7. Click on "View Cart."
8. If Shopping Basket is complete, click on "Continue to Checkout."
9. Enter payment information. Select "Pay Now."

*You will receive a confirmation number and a confirmation email of your order.  
Or you may sign up by calling DERA at (303) 688-0941.*