



Virginia Association of REALTORS[®] 2010 REALTOR[®] Institute Schedule



CE-Continuing Education PL- Post License

RI 401: Understanding Agency Required
(CE Approved for 3 Hours Real Estate Agency; 4 Hours Real Estate Related OR
PL 3 Hours Mandatory: Agency Law and 4 Hours Elective)

RI 402: Financing Alternatives Required
(CE Approved for 7 hours Real Estate Related OR
PL 7 Hours Elective)

RI 403: Personal Promotion Optional

RI 404: The Cyber-REALTOR[®] Required
(CE 7 Hours Real Estate Related OR
PL 4 Hours Elective)

RI 405: Pricing, Listing, & Marketing the Property Required
(CE 7 Hours Real Estate Related OR
PL 7 Hours Elective)

RI 406: What Did I Agree To? Required
(CE Approved for 3 Hours Legal Updates; 3 Hours of Real Estate Contracts; 1 Hour Real Estate Related OR
PL 3 Hours Mandatory: Offer to Purchase & PL 3 Hours Mandatory: Real Estate Law)

RI 407: Managing Risk Required
(CE Approved for 2 Hours Law; 3 Hours Fair Housing; 2 Hours Real Estate Related OR
PL 3 Hours Mandatory: Fair Housing and 4 Hours Elective)

RI 408: Tax & Investment Strategies for Real Estate Optional
(CE Approved for 7 hours Real Estate Related OR
PL 4 Hours Elective)

RI 409: Business Development Required
(PL 3 Hours Elective Residential Real Estate: Business Planning)

RI 410: The Code of Ethics IS Good Business Required
(CE Approved for 3 hours Ethics and 4 Hours Real Estate Related OR
PL 3 Hours Mandatory: Ethics and 3 Hours Elective and satisfies NAR's Quadrennial Ethics Requirement)

RI 411: Successful Settlement- Managing the Transaction Required
(CE Approved for 7 hours Real Estate Related OR
PL 7 Hours Elective)

RI 412: Residential Construction & Selling New Homes Optional
(CE Approved for 7 hours Real Estate Related OR
PL 4 Hours Elective)

RI 413: Psychology of the Sale Optional

RI 414: Negotiation: Working for a Yes Optional
(CE Approved for 7 hours Real Estate Related OR
PL 4 Hours Elective)

MONTH	DATE	MODULE NO.	LOCAL ASSOCIATION (LOCATION)
JANUARY	1/7/10	405	Northern Virginia (Herndon)
	1/12/10	409	Hampton Roads (Chesapeake)
	1/20/10	401	Richmond
	1/28/10	411	Dulles Area
FEBRUARY	2/4/10	406	Northern Virginia (Herndon)
	2/9/10	410	Hampton Roads (Chesapeake)
	2/10/10	414	New River Valley (Christiansburg)
	2/11/10	401	Fredericksburg Area
MARCH	2/17/10	402	Richmond
	3/4/10	408	Northern Virginia (Herndon)
	3/9/10	411	Hampton Roads (Chesapeake)
	3/10/10	407	Greater Piedmont (Warrenton)
	3/17/10	412	Richmond
APRIL	3/18/10	402	Roanoke Valley
	3/25/10	404	Prince William
	4/7/10	409	Charlottesville Area
	4/8/10	407	Northern Virginia (Herndon)
	4/13/10	412	Hampton Roads (Chesapeake)
	4/15/10	413	Roanoke Valley
MAY	4/21/10	404	Richmond
	4/22/10	402	Prince William
	5/5/10	411	Harrisonburg
	5/6/10	409	Northern Virginia (Herndon)
	5/11/10	401	Hampton Roads (Chesapeake)
JUNE	5/19/10	405	Richmond
	5/20/10	410	New River Valley (Christiansburg)
	6/3/10	410	Northern Virginia (Herndon)
	6/8/10	402	Hampton Roads (Chesapeake)
JULY	6/16/10	406	Richmond
	6/17/10	407	Roanoke Valley
	7/8/10	411	Northern Virginia (Fairfax)
	7/13/10	403	Hampton Roads (Chesapeake)
AUGUST	7/14/10	406	New River Valley (Christiansburg)
	7/21/10	407	Richmond
	8/10/10	404	Hampton Roads (Chesapeake)
SEPTEMBER	8/12/10	412	Northern Virginia (Herndon)
	8/18/10	408	Richmond
	8/19/10	409	Roanoke Valley
	8/25/10	405	Dulles Area
	9/8/10	412	New River Valley (Christiansburg)
OCTOBER	9/9/10	401	Northern Virginia (Fairfax)
	9/14/10	405	Hampton Roads (Chesapeake)
	9/15/10	409	Richmond
	9/21/10	406	Fredericksburg Area
	10/5/10	407	Dulles Area
	10/7/10	402	Northern Virginia (Herndon)
	10/12/10	406	Hampton Roads (Chesapeake)
	10/20/10	410	Richmond
	10/21/10	401	Roanoke Valley

Please see following page for the remainder of the year.

Current as of 11/21/2009

CE –16 hours of continuing education are required; 8 of the sixteen required hours **must** include a minimum of 2 hours of fair housing laws, 3 hours ethics and standards of conduct, and at least 1 hour in state real estate laws and regulations, real estate contracts, **and** real estate agency. The remaining hours can be in either mandatory or real estate related topics. Brokers require an additional 8 hours in Broker Management.

PL references are directed to those in their first year of license: New licensees need to take 30-hours of post-license education in lieu of taking any continuing education courses in the first year after they receive their license. New **Salespersons must wait until their first two-year license term ends and renew their license to begin taking Continuing Education courses.**

MONTH	DATE	MODULE NO.	LOCAL ASSOCIATION (LOCATION)
NOVEMBER	11/4/10	413	Northern Virginia (Fairfax)
	11/9/10	407	Hampton Roads (Chesapeake)
	11/10/10	402	Charlottesville Area
	11/11/10	405	New River Valley (Christiansburg)
	11/16/10	404	Roanoke Valley
	11/17/10	411	Richmond
	11/18/10	410	Fredericksburg Area
DECEMBER	12/2/10	404	Northern Virginia (Herndon)
	12/6/10	409	Prince William
	12/14/10	414	Hampton Roads (Chesapeake)
	12/15/10	413	Richmond

(Current as of 11/21/09)

Mail/Fax your registration form to the corresponding cosponsor for the module location you are registering for.	REALTOR® Institute Module Location	Checks payable to:	Mailing Address for Payment (may be different than Module Location)	Fax Number (Credit cards only)	For information call
	Charlottesville Area	CAAR	CAAR, 550 Hillsdale Dr. Charlottesville, VA 22901 Register Online: http://www.caar.com/education/index/page:2	(434) 817-2836	(434) 817-2399
	Dulles Area	DAAR	DAAR, 803 Sycolin Road, Suite # 222 Leesburg, VA 20175 Register Online: http://dullesarea.net/ims/educal.php	(703)771-9787	(703) 579-0305
	Fredericksburg Area	FAAR	FAAR, 2050 Gordon W Shelton Blvd. Fredericksburg, VA 22401 Register Online: http://www.faarmembers.com/#	(540) 736-0301	(540) 373-7711
	Hampton Roads (Chesapeake)	Alpha College of Real Estate	Alpha College of R.E., 638 Independence Pkwy, Chesapeake, VA 23320 Register Online: http://www.alphacollegeofrealestate.com/designations/gri.php	(757) 430-4487	(757) 427-1740
	New River Valley	NRVAR	NRVAR, 125 Ponderosa Drive Christiansburg, VA 24073 More information online at http://www.nrvar.com/	(540) 381-9358	(540) 381-9354
	Northern Virginia	NVAR	NVAR, 8403 Arlington Blvd. Fairfax, VA 22031 Register Online: http://www.nvar.com , click on Education	(703) 207-3270	(703) 207-3244
	Prince William	PWAR	REALTOR Association of Prince William, 4545 Daisy Reid Ave., #150 Woodbridge, VA 22192 Register Online: http://www.pwar.com	(703) 565-0039	(703) 565-0033
	Richmond	RAR	RAR, 8975 Three Chopt Road Richmond, VA 23229-4656 Register Online: http://education.rarealtors.com/	(804) 422-5052	(804) 422-5016
	Roanoke Valley	RVAR	RVAR, 3130 Chaparral Dr., Ste. 202, Roanoke, VA 24018	(540) 772-8058	(540) 772-0526

VAR will be handling registrations for the **following two locations only**. Please make checks payable to **VAR**.

- Greater Piedmont
- Harrisonburg

VAR

VAR, 10231 Telegraph Rd
Glen Allen, VA 23059

(804) 212-1415

(800) 755-8271

Register Online for Locations 1 and/or 2 above at <http://events.varealtor.com/> - Click on Events Home



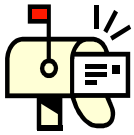
Important Information

Registration Check-in: 7:00 - 8:00 a.m. **Class Hours:** 8:00 a.m.-4:30 p.m.
Students may **not** miss more than 15 minutes of any one module

Examination: Exams will be given at the end of each module day from approx. 4:30 - 5:00 p.m.

Module Tuition Information:	* Early-Bird Registration	** Regular Registration
VAR Members	\$ 90	\$ 105
Non VAR Members	\$140	\$ 155

- * Registrations received in appropriate office 8 days preceding course start, space permitting.
- ** Registrations received less than 8 days preceding course start or at the module site, space permitting.



Before You Mail or FAX Your Registration:

Note that most of the local Association cosponsors of the REALTOR® Institute modules in 2009 will be handling registration for the modules held in their areas. Please be sure that you are mailing or faxing your registration to the **correct location**.



Visit www.VARealtor.com/GRI to see all the locations.

If you have any disabilities which require special accommodation, including the provision of auxiliary aids and services, please contact the sponsoring Local Association's Education Department at least two weeks prior to module start.

The REALTOR® Institute reserves the right to cancel or change any scheduled course at any time.

Students enrolled in a course that is cancelled will be notified as far in advance as possible.

Please note that the Institute is not responsible for any out-of-pocket expenses (lodging, airfare, etc.) students may incur when a course is cancelled.

All registrations processed on a first-come, first-served basis

2010 REALTOR® Institute Registration Form – Please Print Clearly

VAR Members: \$90 Early-Bird registration
\$105 Regular registration

Non-VAR Members: \$140 Early-Bird registration
\$155 Regular registration

MODULE DATE: _____ **MODULE NO.** _____ **MODULE LOCATION** _____

Name: _____

Nickname for Badge: _____

NRDS Number: _____

Home or Mobile Phone: _____

Firm Name: _____

Business Phone: _____

Your Mailing Address: _____

FAX Number: _____

City, State, Zip _____

E-mail: _____

Non-Member Member, Virginia Association of REALTORS®

Primary Board: _____

Check enclosed (payable to appropriate Association) in the amount of \$_____ Charge MasterCard or VISA in the amount of \$_____

Card Holder's Name _____ Expiration Date: _____

Card Number _____

(Signature indicates acceptance of 2010 registration policy and authorization of any MasterCard/VISA charges noted)

Signature _____

Note: Please be sure to send your registration and payment to the correct address.

Visit www.VARealtor.com/GRI to see all the locations, course descriptions, and additional information.

REALTOR® INSTITUTE POLICIES



ATTENDANCE POLICY

Class will begin promptly at 8:00 a.m. NAR REALTOR® Institute Policies and Procedures requires that attendance at 87 of the 90 course hours is required in order to obtain credit and, consequently, the GRI designation. Students may not miss more than 15 minutes per module. Students missing more than the allotted 15 minutes will be disqualified for credit.

PAYMENT POLICY

Guarantee yourself a seat in the GRI module of your choice by accompanying your completed registration form with full tuition payment (which includes a \$20 non-refundable, non-transferable deposit). All registrations processed on a first-come, first-serve basis.

CANCELLATION AND REFUND POLICY:

Cancellation requests (written or phoned) will be accepted through 5:00 p.m. 8 days preceding each module. All paid tuition other than the \$20 non-refundable, non-transferable deposit will be refunded. No refunds will be given for cancellations made after the close of business on that day. (Requests for refund consideration due to extenuating circumstances must be received in writing within 15 days after module start date.) **Cancellation requests will be handled only through the office that handled your registration.**

STANDBY POLICY

Once classroom space for any course of the REALTOR® Institute Program has been filled, registrations for the course will be accepted on a standby basis only. Policy pertaining to the processing of standby registrations is as follows:

1. As standby registrations are received, the registrant is assigned a standby number on a first-received, first-served basis. This number indicates the registrant's position in line for any openings that may occur in the course.
2. Any standby registrant not contacted prior to the session is to assume that class openings are not available. All tuition payments will be promptly returned at the end of the module.
3. If on the day of the module, there are registrants who do not show up for the course, standby registrants who are present will be admitted in order according to their position on the standby list. (The 15-minute window should pass before standby registrants are admitted.)

EARNING AND USING THE GRI DESIGNATION

To earn the GRI designation in Virginia

- You must complete the nine "required" modules and take three of the five "optional" modules or equivalent credit within a five-year period.
- You must receive a passing grade for each module examination and you may not miss more than 15 minutes of any module.
- You must hold membership in the National Association of REALTORS®.
- You must complete the GRI Designation Application and pay the one-time fee of \$25 (the application will be **mailed to you** upon completion of last module – not available online).

You may make use of the GRI Designation on business cards, stationery, etc. only when you have **completed all of the steps** listed above

*If you have any questions, please feel free to call
VAR's Conferences & Professional Development Group
1-800-755-8271.*