



# GRI-III

Presented by the Michigan Association of REALTORS® and the Traverse Area Association of REALTORS®

Date: November 16, 17, 18, 19, 20, 2009

Location: Traverse Area Association Office  
852 Garfield Avenue South  
Traverse City, MI 49686  
231/947-2050

Time: 8:00 a.m. - 5:00 p.m. • **Registration 7:30 - 8:00 a.m. first day**

Registration: **Save \$15 by registering online at [www.mirealtors.com](http://www.mirealtors.com)**  
Fee: \$425.00 • Online Fee: \$410.00  
Registrations must be in by **November 10, 2009**

Topics Covered: Market Analysis  
Commercial Loans  
Discounting Land Contracts  
Evaluating Income (Investment) Real Estate  
Installment Sales vs Cash  
Tax Implications

**Broker  
Licensure & Fair  
Housing Hours:**  
GRI-I: 30 hours  
Broker licensure  
credit, 9 hours  
Fair Housing;  
GRI-II: 30 hours  
Broker licensure  
credit, 0 hours of  
Fair Housing;  
**GRI-III: 30  
hours Broker  
licensure  
credit,  
3 hours Fair  
Housing.**

**Please note: the HP 10B-II calculator is required for GRI-III. Instruction will relate only to HP 10B-II calculators.**

To register, please fax or mail registration form to: MAR Office, P.O. Box 40725, Lansing, MI 48901-7925  
Fax: 517-334-5568, or register online at [www.mirealtors.com](http://www.mirealtors.com).



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Name \_\_\_\_\_ Firm \_\_\_\_\_  
Address \_\_\_\_\_ City/Zip \_\_\_\_\_  
I.D. Number \_\_\_\_\_ Phone \_\_\_\_\_  
E-mail address \_\_\_\_\_ Fax \_\_\_\_\_

Enclosed is my check for \$ \_\_\_\_\_, payable to Michigan Association of REALTORS®.

**\*\*\*We accept VISA or MasterCard only (circle one)\*\*\***

Card #: \_\_\_\_\_ Amount to charge: \_\_\_\_\_  
Signature (if charging): \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Fax # for credit card registration: **517-334-5568**

Please check here if you are disabled or require special services. Attach explanation.

Full refunds will be granted if requests are received prior to two weeks in advance of the first day of the event. All refund requests must be received in writing or called in to the MAR Office. Requests for refunds received less than two weeks prior to the first day of the event will be honored excluding a processing fee equal to \$20. No refunds will be made for requests

received within 72 hours prior to the event. In addition, the MAR will not transfer registration fees from one course to another. Students who register for a class and find they are unable to attend for any reason, will receive a refund subject to the cancellation policy.

**Instructor: John Welsh**