

GRI Module 103: Maximize Your Profitability June 20th - 21st, 2022



Course Description A key part of the real estate transaction is financing. The *Finance* portion of GRI 103 will bring awareness of the latest developments in finance to help clarify the economic status and affordability of the real estate market for consumers. And if people could get what they want merely by asking for it, negotiations would not be necessary. *Negotiating and Counseling* will teach you how the successful negotiator makes certain that every participant in the negotiation views the result as a successful outcome and how to use your real estate expertise and experience to counsel the home-buying consumer. The *Law* portion will provide a "red flag notice" of when participants are potentially going into a danger zone - the unlicensed practice of law.

Standards of Practice:

Standards of Practice Module GRI 103 is a 15-hour course with a 1.5-hour exam approved for 8 hours of CE Specialty Credit + 3 hours of Core Law credit OR 15 hours of Sales Associate Post- Licensing Credit per module.



FloridaRealtors®
The Voice for Real Estate® in Florida



Gonzalo Mejia, ABR, AHWD, CIPS, CRB, C-RETS, CRS, GRI, RPR, TRC

Northeast Florida Member

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Gonzalo is originally from Lima, Peru where he studied Industrial Engineering. After moving to the states in 2001 he started his real estate career in 2004 in Pensacola, FL. Gonzalo moved to Jacksonville, FL in 2009 where he currently leads a successful multilingual real estate team.

He has over 25 years of experience teaching different topics and has been a real estate license instructor since 2013. Gonzalo is a national and international speaker and feels extremely lucky to be given the opportunity to share his experiences with Realtors across the globe. He believes the most important part of the learning process is having FUN. He considers "Sarcasm" should be his middle name.

Gonzalo also has educated himself and earned the following designations: ABR, CIPS, CRB, CRS, GRI, SRS, AHWD and C-RETS.

COURSE TUITION FEES:	ON/BEFORE 5/20/2022		AFTER 5/20/2022	
	MODULE	PACKAGE	MODULE	PACKAGE
<i>Omcarr & FL Realtor® Member</i>	\$ 130	\$ 310	\$ 140	\$ 320
<i>Non-Member</i>	\$ 160	\$ 380	\$ 175	\$ 390
<i>2022 Passport Member</i>	\$ 110	\$ 260	\$ 125	\$ 275

Complete Credit Card Authorization Form or Make Checks Payable to: OMCAR

CANCELLATION POLICY:

All cancellation requests must be in writing. Written cancellation requests will be accepted through 4:00 pm the day preceding each module. All paid tuition, less a \$25 cancellation fee and/or transfer fee, will be refunded. No refunds will be given for cancellations made the day of or after the module. (Requests for refund consideration due to extenuating circumstances will be handled on a case by case basis and must be received in writing 14 days after module start date. Cancellation requests will be handled only through OMCAR. Transfer Fee: A non-refundable \$25 transfer fee will be charged for each transfer request



Realtors who learn more are Realtors who earn more

GRI 100 Series: Standards of Practice

Thursday, June 9th 2022	Friday, June 10th 2022	Thursday, June 16 2022	Friday, June 17th 2022	Monday, June 20th 2022	Tuesday, June 21st 2022
GRI 101: Professionalism and the Law		GRI 102: Starting Your Business		GRI 103: Maximize Your Profitability	
7:15 am – 7:45 am Check-in 7:45 am – 8:00 am Orientation 8:00 am – 12:00 pm Law <small>Instructor:</small> Caroline Boland	7:30 am – 8:00 am Check-in 8:00 am – 12:00 pm Professional Standards <small>Instructor:</small> Caroline Boland	7:30 am – 8:00 am Check-in 8:00 am – 12:00 pm Contact to Contracts <small>Instructor:</small> Denise Oyler	7:30 am – 8:00 am Check-in 8:00 am – 12:00 pm Goal Setting & Business Planning <small>Instructor:</small> Denise Oyler	7:30 am – 8:00 am Check-in 8:00 am – 12:00 pm Finance <small>Instructor:</small> Gonzalo Mejia	7:30 am – 8:00 am Check-in 8:00 am – 12:00 pm Law <small>Instructor:</small> Gonzalo Mejia
12:00 pm – 1:00 pm Sponsored Lunch	12:00 pm – 1:00 pm	12:00 pm – 1:00pm Sponsored Lunch	12:00 pm – 1:00 pm	12:00 pm – 1:00 pm Sponsored Lunch	12:00 pm – 1:00 pm
1:00 pm – 5:00 pm Fair Housing and Diversity <small>Instructor:</small> Caroline Boland	1:00 pm – 4:00 pm Professional Standards (continued) <small>Instructor:</small> Caroline Boland	1:00 pm – 5:00 pm Contact to Contracts (continued) <small>Instructor:</small> Denise Oyler	1:00 pm – 4:00 pm Professional Success Transaction by Transaction <small>Instructor:</small> Denise Oyler	1:00 pm – 5:00 pm Finance (continued) <small>Instructor:</small> Gonzalo Mejia	1:00 pm – 4:00 pm Negotiating and Counseling <small>Instructor:</small> Gonzalo Mejia
	4:15 pm -5:45 pm Closed Book 50 Question Exam		4:15 pm -5:45 pm Closed Book 50 Question Exam		4:15 pm -5:45 pm Closed Book 50 Question Exam
Kay Osborn: Name of Monitor, GRI		Kay Osborn: Name of Monitor, GRI		Kay Osborn: Name of Monitor, GRI	

REALTOR® INSTITUTE PRE-REGISTRATION

Course Location: _____

To register, contact _____
with a completed registration form using Visa, MasterCard or American Express.

Name (print as on license): _____

Nickname (for badge): _____ **Real estate license number:** SL BK BL _____

Name of Firm: _____ **Email:** _____

Phone: (to reach you during normal business hours) _____ **FAX:** _____

Mailing Address (for confirmation and grade notification) _____

City: _____ **State:** _____ **Zip:** _____

Name of your Board/Association: _____

Course Title: _____

Please check the box with the reason for taking the course on following lines: **GRI 100 Series: Standards of Practice**

- GRI 101 8 hrs CE + 3 hrs Core Law + 3 hrs Ethics
- GRI 102 8 hrs CE credit
- GRI 103 8 hrs CE + 3 hrs Core Law
- GRI 101 GRI 102 GRI 103 15 hrs Sales Associate Post License credit each

Location: _____

Date(s) of Course: _____

Yes, I fully understand Policies regarding cancellations/transfers, and attendance.

Signature: _____

METHOD OF PAYMENT:

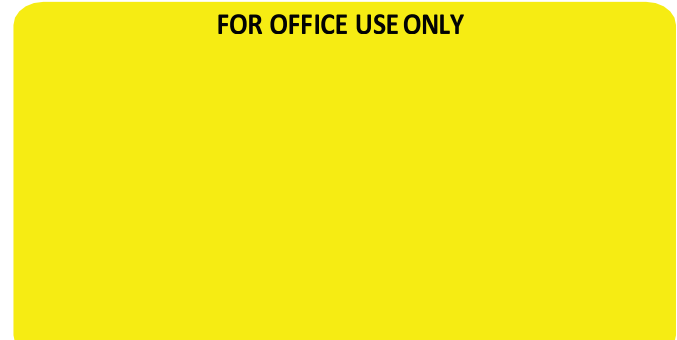
- Check for \$ _____ made payable to OMCAR
- Charge \$ _____ to my Visa MasterCard American Express (check one)

If paying by credit card, please provide the following credit card information:

Card number: _____ **CVV/CVC Code**

Expiration Date: _____

Signature (required) _____



Pursuant to the Americans with Disabilities Act, I require specific aids or services during my visit. Audio Visual Mobile –
If so, please identify your special needs