

Course Description In GRI 101, Realtors® will learn just what sets them apart from real estate licensees. Professional Standards will guide you through the National Association of REALTORS® Code of Ethics, and the expectations and requirements of the Florida Real Estate Commission (FREC). The Law portion will expand on the real estate law learned in the basic sales associate's course to help participants identify and understand legal issues that arise. Learning how to take a proactive role in preventing fair housing violations will reduce a licensee's exposure to liability...and that's what Fair Housing and Diversity will provide. Awareness of federal fair housing laws and sensitivity to consumer diversity is vital to business success, reputation and growth.

•Standards of Practice

Module GRI 101 is a 15-hour course with a 1.5-hour exam approved for 8 hours of specialty credit, +3 hours of Core Law Credit, +3 hours of Ethics in Business Practices credit or 15 hours of Sales associate Post-Licensing credit per module.

COURSE TUITION FEES:	ON/BEFORE 5/09/2022		AFTER 5/09/2022	
	MODULE	PACKAGE	MODULE	PACKAGE
PARTICIPANT TYPE				
Omcars & FL Realtor®	\$ 130	\$ 310	\$ 140	\$ 320
Non-Member	\$ 160	\$ 380	\$ 175	\$ 390
2022 Passport Member	\$ 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



FloridaRealtors®

The Voice for Real Estate® in Florida



Caroline Boland, GRI

Caroline Boland began her real estate career in Florida in 2010. Originally from Northwest Indiana, Caroline earned a Bachelor of Arts degree from Valparaiso University and held executive positions in the Reinsurance business before relocating with her family to Southwest Florida. Vacation paradise soon became home, and Caroline embarked on a real estate career culminating in owning her own independent, boutique brokerage before joining a prestigious, international real estate brokerage as a Managing Broker. An accomplished public speaker and educator, Caroline also holds a Florida Real Estate Instructor license and is currently Director of Instructor Training and Development with a leading educational provider offering real estate, mortgage, and insurance licensing courses. She specializes in preparing beginning real estate candidates as well as advanced training for seasoned real estate professionals. Caroline also holds the Graduate Realtor® Institute (GRI) designation in addition to membership with Florida Realtors® and the National Association of Realtors®.



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 17, 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 Instructor: Caroline Boland	7:30 am – 8:00 am Check-in 8:00 am – 12:00 pm Professional Standards Instructor: Caroline Boland	7:30 am – 8:00 am Check-in 8:00 am – 12:00 pm Contact to Contracts Instructor: Denise Oyler	7:30 am – 8:00 am Check-in 8:00 am – 12:00 pm Goal Setting & Business Planning Instructor: Denise Oyler	7:30 am – 8:00 am Check-in 8:00 am – 12:00 pm Finance Instructor: Gonzalo Mejia	7:30 am – 8:00 am Check-in 8:00 am – 12:00 pm Law Instructor: Gonzalo Mejia
12:00 pm – 1:00 pm Sponsored Lunch	12:00 pm – 1:00 pm Sponsored Lunch	12:00 pm – 1:00pm Sponsored Lunch	12:00 pm – 1:00 pm Sponsored Lunch	12:00 pm – 1:00 pm Sponsored Lunch	12:00 pm – 1:00 pm Sponsored Lunch
1:00-5:00pm Fair Housing and Diversity Instructor: Caroline Boland	1:00 pm – 4:00 pm Professional Standards (continued) Instructor: Caroline Boland	1:00 pm – 5:00 pm Contact to Contracts (continued) Instructor: Denise Oyler	1:00 pm – 4:00 pm Professional Success Transaction by Transaction Instructor: Denise Oyler	1:00 pm – 5:00 pm Finance (continued) Instructor: Gonzalo Mejia	1:00 pm – 4:00 pm Negotiating and Counseling Instructor: 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	

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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:

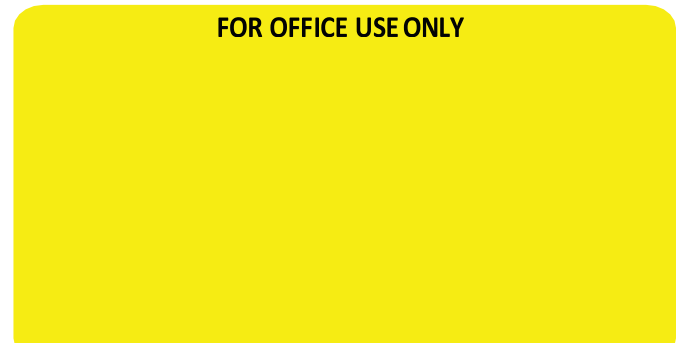
- Check for \$ _____ made payable to OMCAR
- Charge \$ _____ to my Visa MasterCard American Express (check one)

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