Course Description

Real Estate contracts are the most used, yet most misunderstood documents in the profession. But in GRI 102, Contacts to Contracts will provide you with the key to understanding the fundamentals of contract law, including the process of offer, counteroffer, and acceptance. Setting goals is a critical element of planning for success-personal and professional. *Goal Setting and Business Planning for the Real Estate Professional* will assist you in identifying and defining business goals, and in designing the business plan that will help you to effectively achieve your goals.

FloridaRealtors®
The Voice for Real Estate® in Florida

- **Standards of Practice**

: Module GRI 102 is a 15-hour course
with a 1.5-hour exam approved for 8 hours of CE Specialty Credit OR 15 hours of Sales Associate Post-Licensing Credit per module.

COURSE TUITION FEES:	ON/BEFORE 5/16/2022		AFTER 5/16/2022	
PARTICIPANT TYPE	MODULE	PACKAGE	MODULE	PACKAGE
Omcar & FL Realtor® Member	$ 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 giving 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

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RASM
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Visage63@aol.com

Denise Oyler is a Broker Associate with Berkshire Hathaway HomeServices in Sarasota; FL. Denise attended college at the University of Central Florida earning a BA in Psychology with a minor in Business Administration. She also earned a Masters degree from Emerson Institute in Religious Studies. Her professional training career began over twenty-one years ago in the boating industry. Equipped with instructor and trainer skills Denise decided to become a Real Estate agent. She started as a developer and in 2005 received her Sales Associates license. Today, Denise enjoys working with Buyer and Sellers in the Luxury market, authoring and creating training programs and speaking throughout the United States.
Denise has served at the local and state levels as Vice Chair and Chair of several committees.
Born and raised in Orlando, FL, Denise moved to the west coast of Florida over 30 years ago. Denise volunteers weekly with Tidewell Hospice.

Realtors® who learn more are **Realtors®** who earn more

GRADUATE, REALTOR® INSTITUTE

GRI 100 Series: Standards of Practice

Thursday, June 9th 2022	Friday, June 10th 2022	Thursday, June 16th 2022	Friday, June 17th 2022	Monday, June 20, 2022	Tuesday, June 21, 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	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** 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	

REALTOR® INSTITUTE PRE-REGISTRATION

R E G I S T R A T I O N

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 101 [ ] GRI 102 [ ] GRI 103 15 hrs Sales Associate Post License credit each

[ ] GRI 102 8 hrs CE credit

[ ] GRI 103 8 hrs CE + 3 hrs Core Law

Location:_____

Date(s) of Course:_____

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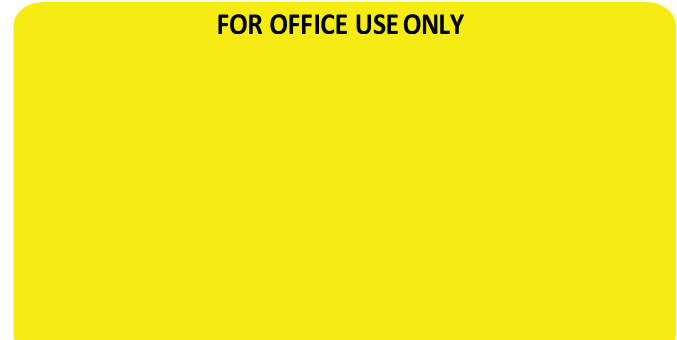
Signature: _____

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) _____

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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