

## Revitalize your career with the GRI designation.

**REALTOR® Institute Course RI401**  
**Get It Listed...Get It Sold!**  
15 hours CE credit (two days)

**Special Offer** - RI401 tuition is FREE to any member who registers for another GRI course in 2012, while space allows. This offer is not transferable, non-refundable, and may not be combined with a scholarship. Those who took RI401 in 2010 or 2011 may substitute another GRI course. Call 800-239-4432 to register.

**Date:** March 12-13, 2012 8:30am – 5:30pm

**Instructor:** Nick Gigante, GRI, ITI

**Location:** Greater Binghamton Association of REALTORS®  
19 Jennison Ave  
Johnson City, NY 13790

**Cost:** \$225 Members / \$250 Non-members



Discover new methods of marketing and how to integrate technology into your business to increase your listings, sales and profits.

**Register today and learn:**

- Techniques to get quality listings.
- Tools to find and convert FSBOs and expireds into exclusive listings.
- How to help motivated buyers buy now.
- How to work with builders more effectively to sell new construction.

If you are new to the real estate business or your career could use a boost, this class is for you.

**A recent attendee said:**  
*"Being in the business for several years, this course was a great re-charge. I wish I had taken this course years ago. I walked away with 63 new ideas!"*

### Earn the GRI

**Earning a GRI can make a difference in your business and boost your income. REALTORS® with the designation:**

- Based on 2011 survey data, earned 85% (\$22,400) more annually than those without a designation.
- Reported an increase in referrals in the first year after they obtained their designation.
- Are better able to serve and protect their increasingly sophisticated clients because of their understanding of new technology, laws, and procedures.

Take all nine REALTOR® Institute courses to earn your designation and watch your income grow. Get on your way to earning the GRI by registering to attend this course. Registration details and a registration form may be found on the reverse.

**SPECIAL! Register for all nine courses and save!** NYSAR offers a 20-percent discount for those who register for all nine GRI courses at once. For more information, visit the Education Section at NYSAR.com or call 800.239.4432.

# REGISTRATION

**REGISTER  
TODAY**

## 4 easy ways to register:

Visit the Members' Education Section at [NYSAR.com](http://NYSAR.com)

Fax credit card registrations to 518.462.5474

Call 800.239.4432

Mail check registrations to: NYSAR, 130 Washington Ave., Albany, NY 12210

**Cost:** \$225 Members / \$250 Non-members

Course Name or Code: \_\_\_\_\_

Location: \_\_\_\_\_ Date: \_\_\_\_\_

Name: \_\_\_\_\_

Home Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Company: \_\_\_\_\_

Phone (H): \_\_\_\_\_ (O): \_\_\_\_\_

Fax: \_\_\_\_\_

E-mail address: \_\_\_\_\_

License unique ID #: \_\_\_\_\_

Check payable to NYSAR in amount of \$ \_\_\_\_\_

Charge my (circle one): VISA

MasterCard

American Express

Discover

Card #: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

Signature: \_\_\_\_\_

**Do you have any disabilities which require special accommodations, including provisions for auxiliary aids/services? If so, please identify your special needs when registering.**

**Cancellation Policy:** Requests for cancellation must be received in writing NO LATER THAN 10 DAYS PRIOR TO THE CLASS to avoid a penalty. Written cancellation requests received within 10 days of the course will be subject to a 25-percent refund processing fee. "NO-SHOWS" forfeit entire tuition.