

## *Elevate your level of service with the GRI designation.*

REALTOR® Institute Course RI409  
**Equal and Ethical Service**  
15 hours CE credit (two days)



**Date:** April 24-25, 2012 8:30am – 5:30pm

**Instructor:** Russ Romano, CRS, GRI, ITI

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

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



In accordance with the nation's rapidly changing demographics, this course will teach you the skills you need to treat all clients equally and ethically, while demonstrating respect for their cultural differences. You'll also learn how to create a safe environment for you and your clients.

This course fulfills the Code of Ethics training requirement for REALTOR® membership and the fair housing training requirement for NYS license renewal.

### **A recent attendee said:**

*"Attending this course was the best decision I made all year to ensure the future success of my company."*

### **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](http://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.