



# Set Yourself Apart in 2010

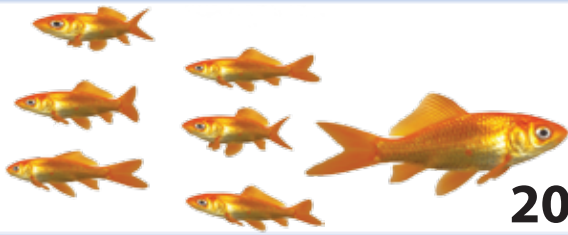
## Earn Your GRI. The Hallmark of Success.

Dates	Class & Locations
	<b><u>HERNDON LOCATION</u></b>
January 7	<b>RI 405: Pricing, Listing, and Marketing the Property (Required)</b> Includes working with clients to determine proper price, showcasing property, proper use of marketing technologies, and identifying marketing plans.
February 4	<b>RI 406: What Did I Agree To? (Required)</b> Covers the writing and presenting of all types of real estate agreements (sales contracts, representation agreements, and leases).
March 4	<b>RI 408: Tax &amp; Investment Strategies for Real Estate (Optional)</b> Covers capital gains, tax-free exchanges, and special techniques necessary to be successful in buying/selling investment real estate.
April 8	<b>RI 407: Managing Risk (Required)</b> Includes fair housing, equal services, environmental concerns, state and federal regulations (lead paint, property disclosure, anti-trust, and ADA.)
May 6	<b>RI 409: Business Development (Required)</b> Includes goal setting, business planning, working with an assistant & cultivating a positive professional image.
June 3	<b>RI 410: The Code of Ethics Is Good Business</b> Includes a comprehensive review of the Code of Ethics, Case Interpretations & procuring cause as they relate to your everyday practice. This is not a list of "do's & don'ts", its a plan for success.
August 12	<b>RI 412: Residential Construction &amp; Selling New Homes (Optional)</b> Learn the special challenges involved while helping a client or customer buy/build a new home. Covers warranties, construction techniques and materials, new home/construction financing and selling techniques.
October 7	<b>RI 402: Financing Alternatives (Required)</b> Covers financing options available for real estate transactions and provide you with the knowledge you need to handle difficult deals.
December 2	<b>RI 404: The Cyber-REALTOR® (Required)</b> Focuses on how REALTORS can take advantage of modern technology to gain an edge on the competition. Learn what is needed and how communications technologies can make you more effective.
	<b><u>FAIRFAX LOCATION</u></b>
July 8	<b>RI 411: Successful Settlement - Managing the Transaction (Required)</b> Includes communication/organization strategies to prevent or overcome difficulties in the transaction leading up to and beyond the closing table.
September 9	<b>RI 401: Understanding Agency (Required)</b> Includes a detailed review of Virginia's law that governs brokerage relationships with both buyers, sellers, landlords and tenants, agency disclosure, property disclosure & confidentiality.
November 4	<b>RI 413: Psychology of the Sale (Optional)</b> Covers communications and negotiation techniques to help you close more deals. Learn how to identify different personality types, body language and effective negotiation strategies.



Fairfax Headquarters, 8407 Pennell Street, Fairfax, VA 22031  
Herndon Center, 520 Huntmar Park Drive, Herndon, VA 20170





# 2010 Course Registration & Guidelines

**Time:** Check-in begins at 7:00 a.m.

Class starts promptly at 8:00 a.m.

**\*\*Please Be On Time. Late Arrivals WILL NOT Be Admitted to Class after 8:15 a.m.\*\***

**Tuition:** Advance: \$ 90/REALTOR Member \$140/Non - Member  
On-Site: \$105/REALTOR Member \$155/Non - Member

**Registration:** Fax: 703-207-3270 Mail: NVAR, Ed. Dept., 8407 Pennell Street, Fairfax, VA 22031  
Visit Our Web Site: [www.nvar.com](http://www.nvar.com) In Person: Mon. - Fri., 8:30 a.m. - 4:30 p.m.  
Call for Information: 703-207-3244

**Tuition & Fees** All fees must be prepaid. Make checks payable to NVAR, or MasterCard and VISA credit cards accepted. Your registration will not be processed if the correct payment is not received. You will receive a confirmation prior to your course.

**Transfers/Refunds/Cancellation** One transfer free of charge allowed if notification given before class has met. Each additional transfer is subject to a \$5 processing fee. No refund after class has met or, if registered but individual does not attend. No refund if free transfer has been used. School reserves the right to cancel, in which case full refund will be made. GRI registrations include a \$20 non-refundable deposit. Late arrivals will not be admitted to class.

**ADA** In compliance with Americans with Disabilities Act, notify NVAR Education at least 5 business days in advance for special assistance. Please contact the Registrar's Office at 703-207-3244.

**Inclement Weather** NVAR School of Real Estate follows the closings or delays for the NVAR Headquarters Building. Information regarding closings or delays may be obtained by calling 703-207-3244 at 6:00 a.m. the morning of the scheduled class.

**NVAR Building Use Reminders** The entire building is smoke free; smoking permitted at rear exterior of building. Parking is available both in front and back of building. Handicapped spaces are located at left side of building. Signs are posted daily on courses and room assignments. For your personal comfort, you may want to bring a sweater or jacket.

**Examinations** Exams will be given at the conclusion of each course between 4:00 - 4:30 pm. Exam times may vary slightly and are at the discretion of your instructor. Completed exams are forwarded to VAR for grading and final processing. Each participant will be issued a certificate of completion at end of course indicating the number of Continuing Education hours, and date completed. It is the sole responsibility of the licensee to retain this certificate as proof of completion. A fee is charged for replacement certificates.

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**Module Date:** \_\_\_\_\_ **Module Number:** \_\_\_\_\_ **Location:** \_\_\_\_\_

**Last Name:** \_\_\_\_\_ **First Name:** \_\_\_\_\_ **MI:** \_\_\_\_\_

**Home Address:** \_\_\_\_\_ **City/State/Zip:** \_\_\_\_\_

**Day Phone:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**NRDS#:** \_\_\_\_\_ **VA Real Estate License #:** \_\_\_\_\_ **NVAR Member:** Yes No

**Credit Card Type (please circle):** AmEx Discover M/C Visa CHECK **Check #:** \_\_\_\_\_

**Credit Card #:** \_\_\_\_\_ **Expiration Date:** \_\_\_\_\_ **CID:** \_\_\_\_\_

**Billing Address (Must match Credit Card information):** \_\_\_\_\_

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

**FAX FORM TO 703.207.3270**

