



**LEARN MORE  
to EARN MORE!**

**Complete GRI Training in 12 Months!**



## **Upcoming Modules at DAAR**

### **RI 505: Working with Sellers**

Feb. 22, 2017 / 9 a.m. to 4 p.m.

**\$110 / \$90 Early Bird Thru Feb. 8**

Are you struggling to generate listings or are you new to the marketplace? This class will teach you proven strategies for lead generation for sellers and give you tips for listing presentations and "how to" for marketing listings in your local area.

*2 Hrs PLE (Current Industry Trends)*

### **RI 503: Business Planning**

May 4, 2017 / 9 a.m. to 4 p.m.

**\$110 / \$90 Early Bird Thru Apr. 20**

Attend this course and find out the foundational skills of a successful business. Learn to develop your personal brand, set goals for the future, and identify your market niche. You will also learn how to hire the perfect administrative support and promote a professional image in your marketplace.

*2 Hrs PLE (Current Industry Issues/Trends for PL)*

### **RI 508: Real Estate Law & VA Regs**

May 10, 2017 / 9 a.m. to 5 p.m.

**\$110 / \$90 Early Bird Thru Apr. 26**

Do you know the new updates from the General Assembly or new regulations for your small business? Get up-to-date with the most recent Virginia law updates and board regulations. Receive a better understanding of how the law applies to you, and how it can protect your clients.

*8 Hrs CE (Legal Update/Flood)*

*8 Hrs PLE (RE Law & Board Regs)*

# GRI - Completely Transformed.



## RI 501: Agency in Virginia (DAAR)

Jun. 7, 2017 / 9 a.m. to 4 p.m.

\$110 / \$90 Early Bird Thru May 24

Real estate is about relationships and you need to know what Virginia law has to say about your business contacts. This course will provide a detailed guide to real estate licensees on important issues dealing with agency in Virginia. Some topics to be covered in this course include: brokerage relationships, agency disclosure, confidentiality, transactions, and agency in the Code of Ethics. It will engage students in critical thinking activities and encourage group discussion.

3 Hrs CE (VA Agency) / 3 Hrs CE (RE Related)  
3 Hrs PLE (VA Agency Law)

### Online Classes Available

**RI 509 Mastering RE Negotiations:** An introduction to DISC profiling. Learn how to build trust and connect with others.

4 Hrs CE: RE Related  
2 Hrs PLE: Current Industry Issues & Trends

**Online Class:** <https://www.keynoteseries.com/courses/VirginiaAssociationofREALTORS>

**RI 510 Beneath the Surface: Understanding the Anatomy of a House:** Learn how to give accurate generic construction information to clients without taking on personal liability. Recognize when to defer to the experts.

6 Hrs CE: RE Related  
2 Hrs PLE: Current Industry Issues & Trends

**Online Class:** <https://www.keynoteseries.com/courses/>

## REGISTER TODAY!

Online at [dullesarea.com](http://dullesarea.com)  
OR complete form below.

### Complete GRI Training in 12 Months! 10 Modules / 5 Locations

#### RI 501 Agency in VA

Location: DAAR (6/6)

3 Hrs CE: RE Agency  
3 Hrs CE: RE Related  
3 Hrs PLE: VA Agency Law

#### RI 502 Sales Contract

Location:

6 Hrs CE: RE Contracts  
6 Hrs PLE: Contract Writing

#### RI 503 Business Planning

Location: GPAAR (1/11)

DAAR (3/22)  
2 Hrs PLE: Current Industry Trends

#### RI 504 Working with Buyers

Location: PWAR (5/23)

6 Hrs CE: RE Related  
2 Hrs PLE: Current Industry Trends

#### RI 505 Working with Sellers

Location: DAAR (2/22)

2 Hrs PLE: Current Industry Trends

#### RI 506 Risk Management

Location: GPAR (4/13)

6 Hrs CE: Legal Updates  
3 Hrs CE: Risk Management  
3 Hrs PLE: Escrow

#### RI 507 Ethics/Professional Responsibility

Location: PWAR (7/18)

4 Hrs CE: Ethics  
Pending 2 Hrs CE: Fair Housing  
3 Hrs PLE: Ethics & Standards  
2 Hrs Fair Hsg

#### RI 508 RE Law & VA Regulations

Location: FAAR (6/13)

8 Hrs CE: Legal Updates

## SIGN ME UP!

Fax to (703) 771-9787 / Email to [info@dullesarea.com](mailto:info@dullesarea.com)  
Mail to 21720 Red Rum Dr., #177, Ashburn, VA 20147  
Questions? Contact (703) 777-2468 / [info@dullesarea.com](mailto:info@dullesarea.com)

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