



GRI 505 Designation Course Graduate of REALTORS® Institute

638 Independence Parkway, Suite 100, Chesapeake, VA 23320

505 – Working with Sellers February 1, 2019 • 9 a.m.– 4 p.m.

The GRI is an education program and designation sponsored by VAR. GRI is nationally recognized by NAR and is one of the most popular designations among REALTORS®.

Are you struggling to generate listings or are you new to the marketplace? This course offers proven strategies for lead generation for Sellers. Instruction includes tips for listing presentations and a “how to” for marketing listings in your local area. Wondering what to do about tricky pricing questions or determining the value of the home? Working with Sellers will provide you with the answers to those questions and more. Strengthen your game with information on how improve your communication skills to connect with Sellers and secure their commitment.

Additional certification requirements are necessary. Details at www.varealtor.com/realtorinstitute



PRICING
\$79 before Jan. 25 | \$99 after Jan. 25

* 2 HOURS CURRENT INDUSTRY
TRENDS PL CREDITS *

Alpha College of Real Estate Registration Form

Name _____ State _____
as it appears on license

Firm _____ Zip Code _____

Address _____ Phone _____

City _____ Email _____

Check payable to Alpha for \$ _____ enclosed.

License # _____ Expiration Date _____ CE **or** PL

Charge: Visa MasterCard Discover Course: GRI 505 Feb. 1

Signature _____

Card # _____ Exp. Date _____ / _____ Amount \$ _____

Mail or fax this form to Alpha College at the address listed below. Confirmed registrations ONLY upon receipt of tuition. You must be a REALTOR® to hold this designation. Multiple classes and other requirements are necessary to be awarded the designation. Students who arrive more than 15 minutes late or who leave early will not receive credit for the designation nor for CE/PL. Students who withdraw from a course in writing at least forty-eight hours prior to the start of the course will receive a refund less a \$25.00 administrative fee. Failure to notify the school in writing at least forty-eight (48) hours prior to the start date will result in registration fees being classified as non-transferable and non-refundable.