

PENNSYLVANIA
REALTORS®

PRI
INSTITUTE



the Greater Harrisburg
REALTORS® Institute

P R E S E N T

Thursday - Friday | October 14-15, 2010 | 8:30 a.m. to 5:00 p.m.

**Greater Harrisburg
REALTORS® Institute**
424 North Enola Drive
Enola, PA 17025
717.364.3200

Tuition

\$199 Before Course
\$249 Walk-Ins

Approved for 14 hours of
real estate CE by PA Real
Estate Commission; 1 elective
broker credit; also approved
for 13 hours of Appraisal CE;
GRI required course

*Does NOT satisfy the 14
hours of mandatory CE
required for those licensed
after 12/1/09 in PA

GRI 404: Building Blocks for the Real Estate Professional

PRESENTED BY LLOYD DREIBELBIS

A successful real estate career depends upon a working knowledge of basic business and industry issues. The course will provide the building blocks on which you can develop your business, and extend the level of service you offer your clients and customers. Learn about taxation, professional standards, expanding your market through international real estate, and finance. This course will prepare you to:

- Explain the basic federal tax consequences of transferring properties
- Describe tax issues that affect real estate professionals with the employment status of independent contractor
- Analyze how changes in the economy affect home affordability and the real estate market
- Identify various loan programs and describe the pros and cons of each
- Explain trends in US population and their effects on the real estate market
- Determine whether a REALTOR® has met obligations to the client and other REALTORS® under the NAR Code of Ethics
- Define "mandatory" and "voluntary" arbitration and explain when each is appropriate

Students must attend the entire class and achieve a 70 percent on a written exam given at the end of the course.

This session is offered by the PA REALTORS® Institute. PRI is an Equal Opportunity Provider of Education. Please note there is a \$20 charge for returned checks and for cancellations. Refunds will be made provided notice of cancellation is received at least 4 calendar days prior to event.

800.745.5527

500 North 12th Street, Lemoyne, PA 17043

Enrollment Agreement (Please print):

October 14-15, 2010

GRI 404

Greater Harrisburg REALTORS® Institute

\$199.00

NAME _____ NICKNAME FOR BADGE _____

FIRM NAME _____

FIRM ADDRESS _____ CITY _____ STATE _____ ZIP _____

FIRM PHONE _____ FIRM FAX _____

E-MAIL ADDRESS _____

BOARD/ASSOCIATION _____ REAL ESTATE LICENSE NUMBER(S) _____

ADVANCED REGISTRATION DEADLINE: October 7, 2010

Sign me up! Below are my choices:

✓ CALL 800.745.5527 —credit card ✓ FAX 717.561.8796 — credit card

✓ PAR Online at www.parealtor.org

Credit Card (Check one): Visa MasterCard

American Express Discover

CARD NUMBER _____ EXPIRATION DATE _____

CARD HOLDER NAME (Please Print) _____ SIGNATURE _____

Check here if you require special assistance and attach a written description of your needs.

By registering for this PRI class, I accept tuition, services and refund policies as stated on this flyer. The PA REALTORS® Institute is owned and operated by the Pennsylvania Association of REALTORS®. PRI reserves the right to cancel classes due to insufficient registrations or inclement weather. Complaints may be registered with the State Real Estate Commission at 800.822.2113