



# GRI-III

Presented by the Michigan REALTORS® and  
Grand Rapids Association of REALTORS®

Date: March 9, 10, 11, 15, 16, 2016

Location: Grand Rapids Association of REALTORS®  
660 Kenmoor SE  
Grand Rapids, MI 49546  
(616)940-8200

Time: 8:00 a.m. - 5:00 p.m. • *Registration 7:30 - 8:00 a.m. first day*

Registration: Members \$425.00 - Online Registration \$410.00  
*Register online at [www.mirealtors.com](http://www.mirealtors.com) and save \$15!*  
Registrations must be in by March 2, 2016.

Topics Covered:

- ✓ Market Analysis
- ✓ Commercial Loans
- ✓ Discounting Land Contracts
- ✓ Evaluating Income (Investment) Real Estate
- ✓ Installment Sales vs Cash
- ✓ Tax Implications

Broker  
Licensure &  
Fair Housing  
Hours: GRI-I:  
30 hours  
Broker  
licensure  
credit, 9 hours  
Fair Housing:  
GRI-II: 30  
hours Broker  
licensure  
credit, 0 hours  
of Fair  
Housing: GRI-  
III: 30 hours  
Broker  
licensure  
credit,  
3 hours Fair  
Housing.

Please note: the HP 10B-II calculator is required for GRI-III.  
Instruction will relate only to HP 10B-II calculators.

To register, please fax or mail registration form to: Michigan REALTORS®, 720 N. Washington Ave., Lansing, MI 48906  
Fax: 517-334-5568, or register online at [www.mirealtors.com](http://www.mirealtors.com).



## GRI-III Grand Rapids Association of REALTORS® March 9, 10, 11, 15, 16, 2016

Name \_\_\_\_\_ Firm \_\_\_\_\_  
\_\_\_\_\_  
Address \_\_\_\_\_ City/Zip \_\_\_\_\_  
\_\_\_\_\_  
I.D. Number \_\_\_\_\_ Phone \_\_\_\_\_  
\_\_\_\_\_  
E-mail address \_\_\_\_\_ Fax \_\_\_\_\_  
\_\_\_\_\_

Enclosed is my check for \$\_\_\_\_\_, payable to Michigan REALTORS®.

\*\*\*We accept VISA or MasterCard only (circle one)\*\*\*

Card #: \_\_\_\_\_

Amount to charge: \_\_\_\_\_

Signature (if charging): \_\_\_\_\_

Exp. Date: \_\_\_\_\_

Fax # for credit card registration: **517-334-5568**

☐ Please check here if you are disabled or require special services. Attach explanation.

All tuition and fees paid by the applicant shall be refunded if the applicant is rejected by the school before enrollment. An application fee of not more than \$25 may be retained by the school if the application is denied. All tuition and fees paid by the applicant shall be refunded if requested within three business days after signing a contract with the school. All refunds shall be returned within 30 days. After 3 business days have lapsed, the following refund policy will apply:

Full refunds will be granted if requests are received prior to two weeks in advance of the first day of the event. All refund requests must be received in writing or called in to the (Michigan Realtors®) office. Requests for refunds received less than two weeks prior to the first day of the event will be honored excluding a processing fee equal to \$20. No refunds will be made for requests received within 72 hours prior to the event. In addition, (Michigan Realtors®) will not transfer registration fees from one course to another. Students who register for a class and find they are unable to attend for any reason, will receive a refund subject to the cancellation policy.

**Instructor: Bob Andrus**