____GRI – 506 – Managing Risk

You'll get a crash course on risk management, escrow, equal services, environmental concerns, and state and federal regulations such as lead paint and anti-trust.

CE/PL Approved: 6 Hours Legal Update with Flood Content for CE; 3 Hours Risk Management and 3 Hours Escrow Requirements for PL

____GRI – 505 – Working with Sellers

Learn proven strategies for lead generation for Sellers including tips for listing presentations and a "how to" for marketing listings. Strengthen your game with information on how improve your communication skills to connect with Sellers and secure their commitment.

PL Approved: 2 Hours Current Industry Issues/Trends for PL

____GRI – 504 – Working with Buyers

Generation to generation, buying habits are different. With Generation Y representing over 68% of first-time buyers, you need the most current tips on marketing to this group. Learn the latest techniques for lead generation and negotiation strategies.

CE/PL Approved: 6 Hours Real Estate Related for CE; 2 Hours Current Industry Issues/Trends for PL

Already have your GRI…contact louann@rvar.com for the reduced rate of $45 to attend and get the education credits. (No test is required)

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GRI – 506

Thurs. April 25th

9AM-4:30PM

Instructor:

Tim Vohar

————

GRI – 505

Wed. May 22nd

9AM-4:30PM

Instructor:

LeRoy Houser

————

GRI – 504

Tues. Oct. 29th

9AM-4:30PM

Instructor:

Michael Guthrie

RVAR

4358 Starkey Rd.
Roanoke, VA 24018

Phone: 540-772-0526

Register online at rvar.com