

NAAR GRI Education Rebate Program

Thinking about obtaining your GRI Designation? Now is the time and the Northern Arizona Association of REALTORS® is here to help!

ALL classes will be held via Zoom

System requirements

- Connection should be via laptop or desktop (**not a mobile phone**)
- You are required to have a camera and mic (mics are built into webcams). Most laptops have this feature as do most portable devices. Please review the system requirements provided by Zoom.us: <https://support.zoom.us/hc/en-us/articles/201362023-System-Requirements-for-PC-Mac-and-Linux>. To participate in the class, the instructor must be able to always maintain visual and audio contact with you.
- Your camera must remain stable during the class and positioned so the instructor can see you from the shoulders up. Should be seated at a table/desk as if in a classroom setting. (**Driving or riding in a car during class will NOT be permitted.**)

Please note that a wired connection is optimal and will be less likely dropped from the class.

Course Material (If applicable): Will be emailed to you in a pdf format 24 hours before the class.

Login/check-in for classes:

- Classes will be held via Zoom.us. If you have not downloaded this application to your device, you should do that before your class date as well as test your video and audio connection.
- To see a demonstration on how Zoom meetings work, click here - <https://youtu.be/VnyitUU4DUY>
- You will need to log into the class 30 minutes early and you will be prompted to put in your name. Please use the name as you entered in registration, first and last name.

Rules for Attending:

- Students will be monitored for participation.
- Performing other tasks on your equipment is not allowed during class time.

Criteria for Reimbursement:

- Applicant must be a NAAR primary sales agents, broker, or manager in good standing.
- Agents that **HAVE NOT** started the GRI process will be **reimbursed 100%** for the early registration fee. Agents that **HAVE** started the GRI process will be **reimbursed 50%** of the early registration fee.
- You must complete all 12 courses in 2021 and take any required GRI exams

How to Submit for Reimbursement:

- Complete the Request for Reimbursement form and email, **AFTER December 14th, 2021** along with copies of your receipts **AND** certificates to Judy Jackson at judyj@nazrealtor.com.
- Deadline to submit reimbursement form: **December 21, 2021**
- **Forms received prior to December 14th, 2021 WILL NOT be accepted**
- **Forms received without copies of receipts and certificates WILL NOT be accepted.**

CLASSES FOR 2021

- ***January 21-22** - GRI: The Contract Class - 9:00 am – Noon each day. **Cost: \$65 Instructor:** Evan Fuchs
- ****February:** GRI: Business Planning (online course). **Class must be completed ON or BEFORE February 26, 2021. NO Exceptions! Cost \$60** - Click (<https://learninglibrary.com/aaor/A/Product/Details/355/>) to begin course.
- ****March 9-12** – REBAC: e-PRO: 9:00 am – Noon each day – **Cost \$129 Instructor:** Robbie English
- ****April 6** – GRI: Performance Strategies to Build Client Relationships - **Instructor:** Mandy Neat – **See chart below for approx. cost for class**
- ****May 6:** rCRMS: Federal Legal Issues - **See chart below for approx. cost for class**
- ***June 3-4** – GRI: Risk Management **Instructors:** Marge Lindsay and Don Martin – Cost: \$65
- ***July 8** - GRI: Anatomy of the COE **Instructors:** Marge Lindsay and Don Martin – Cost \$50
- **August 24:** rCRMS: Employment, Agency & Standard of Care – **Instructors:** Rick Mack and Beth Adams
- ****September 14:** rCRMS: Essential Skill for a Successful Closing - **See chart below for approx. cost for class**
- ****October 5:** GRI: Market Essentials: Property Conditions - **See chart below for approx. cost for class**
- ****November 4 – 5:** REBAC: ABR Core Class – Instructor: Mandy Neat – Cost: \$179
- ****December 14:** GRI Financing from Prep to Close **Instructor:** Jimmy Vercellino - **See chart below for approx. cost for class**

***Classes sponsored by NAAR**

****Classes sponsored by Arizona REALTORS®:**

Approximate costs for classes sponsored by Arizona REALTORS®:

- A one-day **GRI** class = \$65-\$79
- A two-day **GRI** class = \$90
- A one-day **REBAC** class = \$79
- A two-day **REBAC** class = \$179
- Online **REBAC** class = \$90 – \$295
- A one-day **rCRMS** class = \$79
- A two-day **rCRMS** class = \$89

If you plan to participate in the program, please complete and return to Judy Jackson at judyj@nazrealtor.com by *January 11, 2021*.

Name: _____ **Office:** _____

I agree to the rules as outlined above: _____
Signature