

Minnesota REALTORS® presents:
Two Great Classes Open to All

Approved towards the GRI Designation, Minnesota & North Dakota CE!

Monday, October 5

@ Hilton Garden Inn

4351 17th Avenue S, Fargo, ND

9:00am-Noon:

Contracts*, *Instructor: Wayne Gilbert*

Get updated on contracts and forms related to MN real estate transactions as well as new info on frequently arising issues, taught by an industry expert.

Attend both classes and we will provide the lunch!

1:00pm-4:00pm:

Negotiate with Confidence & Power: Advanced*
(No Prerequisite) *Instructor: Wayne Gilbert*

Learn to deal with difficult negotiators, achieve satisfactory resolutions and build good relationships with all parties.

Each course has been approved by the **Minnesota Commissioner of Commerce for 3 Hours of real estate continuing education credit.*

*Approved for 3 hours of real estate continuing education credit in **North Dakota**.*

Why earn a GRI Designation?

- You earn Minnesota real estate CE hours while earning GRI credits
- You have to earn CE anyway — it's smart to build toward this goal.
- More knowledge = more earning power
- You stay competitive — Minnesota is #3 in the country for percentage of members with a GRI
- You increase expertise in:
 - Marketing → Navigating Transactions → Sales & client counseling
 - Pricing → Negotiations → Real estate industry-related technology
 - Critical legal, regulatory and ethical issues
- You lay the foundation for continued success
- You get use of GRI logos and marketing materials
- Take up to 5 years to take a minimum of 60 hours of GRI courses

Get Information and register at
www.mnrealtor.com/professionalism-education
under "MNAR Classes"