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USER ID: Your NRDS Number (9 digits; located on your REALTOR® Magazine mailing label)

PASSWORD: Your last name (capitalize first letter). Example: Jones (the "J" is capitalized)

YOU'RE INVITED!!

Join us in Missoula, MT for the Graduate REALTOR® Institute April 2-5, 2019 at the Holiday Inn Missoula Downtown. Enjoy four days of amazing education, networking, a trade fair, exciting evening events, a graduation celebration and more! Whether you are new to the business or have been around awhile, GRI has something for you! There is no other rewarding or challenging way to improve your professional skills and meet others in your industry than at the Montana GRI.

In today's business environment you need more than just motivation and initiative to succeed—you need the GRI Advantage!!

2019 Graduate REALTOR® Institute

Earn your GRI.

The Montana GRI is a 4-day educational event that not only gets you ahead educationally, but socially as well. You will have the opportunity to network with over 250 REALTORS® from all over Montana. Your referral opportunities are endless! Don't miss out on a fantastic program that only happens ONCE A YEAR in Montana.

GRI 101, 201 and 301 MUST be taken in consecutive order. If this is your first course in GRI you must attend GRI 101.

FEATURED SPEAKERS

- [Terry Watson](#)
- [Marki Lemons](#)
- [Robyn Erlenbush](#)
- [Leigh Brown](#)
- [Mark Given](#)



CRS 200 – Business Planning & Marketing – Mark Given

Business Planning and Marketing for the Residential Specialist (CRS 200)

Successful real estate agents know how to run a business. They know how to define their goals and have the business planning, budgeting, and marketing skills to get them where they want to go. After taking this course, students will know how to think like a business owner, with the ability to develop a complete business plan with strategies they can implement immediately.

Course Content:

- Business plan development
- Budgeting and cost analysis
- Prospecting techniques
- Personal promotion techniques

This course counts as 16 Education credits towards the CRS designation; and is also an elective course requirement for REBAC's CIPS designation. This course can be credited towards the following designations or certifications: CIPS; CRS; SRS;

REFUND/CANCELLATION POLICY

1. All cancellations will be assessed an administrative fee of \$50.
2. Requests for refunds must be made in writing and received by MAR no later than March 22, 2019. Requests must be sent to Judi Allen, MAR's Education and Program Coordinator, via email at: Judi@MontanaRealtors.org.
3. Registrations are non-transferable.
4. No-Shows forfeit entire registration.

Payment Instructions

Easy payment with credit card on RAMCO portal. To pay by check please call the MAR office at 406 443-4032.

REGISTRATION CATEGORIES & FEES--Early Bird deadline ends March 8!

Early Bird Fee (ends March 8): 101, 201, 301 = \$395 Alumni=\$195 CRS Course Only=\$195

Regular Fee (March 9-April 1) 101, 201, 301=\$445 Alumni=\$245 CRS Course Only=\$199

Onsite Fee (April 2-April 4) 101, 201, 301=\$495 Alumni=\$295 CRS Course Only=\$269

LODGING & GRI FACILITY

GRI 2019 will be hosted at the newly renovated Holiday Inn Missoula Downtown, 200 S. Pattee St, Missoula, MT 59802.

Lodging is available at the Holiday Inn Missoula Downtown. Make your reservation by March 15, 2018 for room rate guarantee of \$119 per night, plus tax. To book online use this link [MT Association of Realtors-2019 GRI](#) (not mobile compatible).

Or call the hotel directly at 406-721-8550 to get the GRI room rate, use booking code MAS.

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SCHEDULE

2019 GRI CURRICULUM

Download a 2019 schedule [here](#)

ONSITE REGISTRATION & BADGE PICK UP

Holiday Inn Missoula Downtown

- Monday, April 1, 6:00-8:00pm
- Tuesday, April 2, 7:00-7:55am

101, 201, 301: IF YOU PRE-ORDERED MATERIALS, you MUST pick them up prior to the start of class on Tuesday, April 2, 2019. If you did NOT pre-order materials, please be sure to have them downloaded PRIOR to the start of GRI.

ALUMNI: You may pick up your materials at any time.

CRS Course Only: You may pick up your materials early during registration hours, or you may proceed directly to class on Tuesday and check in with the Class Dean.

GRI DAILY SCHEDULE

Holiday Inn Missoula Downtown

Tuesday, April 2

GRI Classes 8:00am-5:30pm

1.5 hour, lunch - on your own.

Evening event: GRI Trade Fair

Wednesday, April 3

GRI Classes 8:00am-5:30pm; **CRS** 8:00am-5:30pm

Lunch provided by Fidelity National Title/Chicago Title

Thursday, April 4

GRI Classes, 8:00am-5:30pm; **CRS** 8:00am-5:30pm

1.5 hour lunch - on your own.

Evening event: GRI Social Event

Friday, April 5

GRI Classes: 8:00am-12:00pm or earlier

Event: 301 class graduation and lunch

CONCLUSION OF GRI!

REGISTRATION CATEGORIES & FEES

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Regular Rate (March 9-April 1) 101, 201, 301=\$445 Alumni=\$245 CRS Course Only=\$199

Alumni ONLY CRS=\$70

Onsite Rate (April 2-April 4) 101, 201, 301=\$495 Alumni=\$295 CRS Course Only=\$269

GRI CATEGORIES

- *GRI 101, 201 and 301 MUST be taken in consecutive order.*
- *If this is your first course in GRI you must attend GRI 101.*

These are the levels of GRI that must be completed in consecutive order.

GRI 101: First year in the program

GRI 201: Second year in the program

GRI 301: Third year in the program

GRI Alumni: A GRI Alumni is someone who has completed all three levels of GRI and received a GRI graduation certificate. Purchase an Alumni registration and you may attend any GRI class (except CRS) at no extra charge. **CRS is an additional course fee.**

*The registration fees for all GRI 101, 201, 301 and Alumni categories include **digital** class materials, breaks, some drinks/snacks, some lunches, graduation lunch, and evening and social events. Room lodging and meals are not included in the course registration fee.*

Trade Fair Exhibitor: Become an exhibitor for the trade fair on April 2, 2019 from 5:30-7:30pm. If you would like to receive information, send an email to Judi at Judi@MontanaRealtors.org

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