



# Montana Graduate REALTOR® Institute

HILTON GARDEN INN  
1840 US Highway 93 South, Kalispell, MT  
OCTOBER 15-18, 2024



GRI Conference Check-in anytime between 12:00 - 2:30 pm/Northeast Foyer

COURSE	GRI 101	HOURS CE	GRI 201	HOURS CE	GRI 301	HOURS CE
<b>TUE - OCT. 15</b>	<b>GLACIER I-II-III</b>		<b>GLACIER I-II-III</b>		<b>GLACIER I-II-III</b>	
12:00 PM - 2:30 PM	GRI CONFERENCE CHECK-IN / NORTHEAST FOYER	2 2		2 2		2 2
3:00 PM - 5:30 PM	JARED JAMES: FUTURE PROOFING YOUR BUSINESS IN UNCERTAIN TIMES / Includes GRI Levels 101, 201, 301 - SPONSORED BY WESTCRAFT HOMES KALISPELL					
6:00 PM - 8:00 PM	GRI WELCOME RECEPTION SPONSORED BY THE NORTHWEST ASSOCIATION OF REALTORS (GLACIER IV BALLROOM)					
<b>WED - OCT. 16</b>	<b>GLACIER I</b>		<b>GLACIER II</b>		<b>GLACIER III</b>	
8:00 AM - 12:00 PM	Shay Hata: Double Your Business in One Year	4 4	Mark Fiedelholz: How to Comply with New Social Media Speech Laws-Avoid Losing Your Real Estate Business & Personal Assets	4 4	Michael Walker: Negotiation Pregame + T.R.A.P. Your Way to Success (tactical content)	4 4
	MORNING BREAK / Sponsored by Insured Titles		MORNING BREAK		MORNING BREAK	
12:00 PM - 1:30 PM	LUNCH BREAK		LUNCH BREAK		LUNCH BREAK	
1:30 PM - 5:30 PM	Kevin Mochel: Foundations of Real Estate Branding-Current Social Media Strategies & AI Integration	4 4	Michael Walker: Negotiation Baseline + Mastering the Art of Commission Negotiation	4 4	Mark Fiedelholz: How to Comply with New Social Media Speech Laws - Avoid Losing Your Real Estate Business & Personal Assets	4 4
	AFTERNOON BREAK		AFTERNOON BREAK		AFTERNOON BREAK	
6:00 PM - 8:00 PM	VENDOR TRADE FAIR - NETWORKING, SALES, DEMONSTRATIONS, EXCITING OPPORTUNITIES, FOOD, DRINKS, PRIZE GIVEAWAYS! SPONSORED BY GIFTS WITH AN EDGE - CUTCO CLOSING GIFTS (GLACIER IV)					
<b>THU - OCT. 17</b>	<b>GLACIER I</b>		<b>GLACIER II</b>		<b>GLACIER III</b>	
8:00 AM - 12:00 PM	Michael Walker: Negotiation Blindspot + T.R.A.P. Your Way to Success	4 4	Shay Hata: Automate Your Business to Increase Efficiency	4 4	Kevin Mochel: Advanced Marketing Trends & Tools for the Future-Focused Realtor	4 4
	MORNING BREAK		MORNING BREAK		MORNING BREAK	
12:00 PM - 1:15 PM	LUNCH & LEARN WITH JAYMIE BOWDITCH SPONSORED BY FIDELITY NATL TITLE/CHICAGO TITLE OF MT		LUNCH & LEARN WITH JAYMIE BOWDITCH SPONSORED BY FIDELITY NATL TITLE/CHICAGO TITLE OF MT		LUNCH & LEARN WITH JAYMIE BOWDITCH SPONSORED BY FIDELITY NATL TITLE/CHICAGO TITLE OF MT	
1:30 PM - 5:30 PM	Mark Fiedelholz: How to Comply with New Social Media Speech Laws-Avoid Losing Your Real Estate Business & Personal Assets	4 4	Kevin Mochel: The Ultimate Marketing Blueprint: AI Tools & Social Media Savvy	4 4	Shay Hata: Attracting More Buyers & Sellers In This New Market	4 4
	AFTERNOON BREAK		AFTERNOON BREAK		AFTERNOON BREAK	
	FREE NIGHT ON YOUR OWN!					
<b>FRI - OCT. 18</b>	<b>GLACIER I-II-III-IV</b>		<b>GLACIER I-II-III-IV</b>		<b>GLACIER I-II-III-IV</b>	
8:00 AM - 10:00 AM	GREG ANTIPOFF - The Real Estate Accountant - You Can't Earn Your Way Out of This / Includes GRI Levels 101, 201, 301			2 2	→	
10:00 AM - 10:30 AM	MORNING BREAK / ROOM CHECKOUT	2 2	MORNING BREAK / ROOM CHECKOUT		MORNING BREAK / ROOM CHECKOUT	
10:30 AM - 11:45 PM	GRI GRADUATION BRUNCH / CEREMONY - SPONSORED BY RE/MAX CORPORATE, WEST REGION				→	
12:00 PM - 2:00 PM	KIM BECKING: IGNITE UNSTOPPABLE MOMENTUM - Harness the Power of Adaptability, Resilience & Mindset in a Rapidly Changing World that NEVER. SLOWS. DOWN. / Includes GRI Levels 101, 201, 301			2 2		
<b>TOTAL CE'S</b>		<b>22 22</b>		<b>22 22</b>		<b>22 22</b>



# GRI 101

DATE	GRI 101	CE's
TUESDAY, OCTOBER 15	<b>GLACIER I-II-III (Includes GRI 101-201-301)</b>	
	12:00 PM - 2:30 PM GRI CHECK-IN / NORTHEAST FOYER	
	3:00 PM - 5:30 PM JARED JAMES: Future Proofing Your Business in Uncertain Times - <b>SPONSORED BY WESTCRAFT HOMES KALISPELL</b>	2
	6:00 PM - 8:00 PM Northwest Association of REALTORS Welcome Reception <b>GLACIER IV BALLROOM</b>	
WEDNESDAY, OCTOBER 16	<b>GLACIER I</b>	
	8:00 AM - NOON SHAY HATA: Double Your Business in One Year	4
	12:00 PM - 1:30 PM <b>Lunch Break</b>	
	1:30 PM - 5:30 PM KEVIN MOCHEL: Foundation of Real Estate Branding - Current Social Media Strategies & AI Integration	4
6:00 PM - 8:00 PM	<b>VENDOR TRADE FAIR (GLACIER IV)</b>	
THURSDAY, OCTOBER 17	<b>GLACIER I</b>	
	8:00 AM - NOON MICHAEL WALKER: Negotiation Blindspot + T.R.A.P. Your Way to Success	4
	12:00 PM - 1:15 PM <b>Lunch &amp; Learn with Jaymie Bowditch - SPONSORED BY CHICAGO TITLE OF MONTANA &amp; FIDELITY NATIONAL TITLE</b>	
	1:30 PM - 5:30PM MARK FIEDELHOLTZ: How to Comply with New Social Media Speech Laws-Avoid Losing Your Real Estate Business & Personal Assets	4
	<b>FREE NIGHT!</b>	
FRIDAY, OCTOBER 18	<b>GLACIER I-II-III-IV (Includes GRI 101-201-301)</b>	
	8:00 AM - 10:00 AM GREG ANTIPOFF: The Real Estate Accountant-You Can't Earn Your Way Out of This	2
	10:00 AM - 10:30 AM <b>Morning Break / Room Check-out</b>	
	10:30 AM - 11:45AM <b>GRI Graduation Brunch/Ceremony - SPONSORED BY RE/MAX WEST REGION</b>	
	12:00 PM - 2:00 PM KIM BECKING: IGNITE UNSTOPPABLE MOMENTUM - Harness the Power of Adaptability, Resilience & Mindset in a Rapidly Changing World that NEVER. SLOWS. DOWN.	2
TOTAL CE'S:		22



# GRI 201

DATE	GRI 201	CE's
TUESDAY, MARCH 21	<i>GLACIER I-II-III (Includes GRI 101-201-301)</i>	
	12:00 PM - 2:30 PM GRI CHECK-IN / NORTHEAST FOYER	
	3:00 PM - 5:30 PM JARED JAMES: Future Proofing Your Business in Uncertain Times - <i>SPONSORED BY WESTCRAFT HOMES KALISPELL</i>	2
	6:00 PM - 8:00 PM Northwest Association of REALTORS Welcome Reception GLACIER IV BALLROOM	
WEDNESDAY, OCTOBER 16	<i>GLACIER III</i>	
	8:00 AM - NOON MARK FIEDELHOLTZ: How to Comply with New Social Media Speech Laws - Avoid Losing Your Real Estate Business & Personal Assets	4
	12:00 PM - 1:30 PM <i>Lunch Break</i>	
	1:30 PM - 5:30 PM MICHAEL WALKER: Negotiation Baseline + Mastering the Art of Commission Negotiation	4
	6:00 PM - 8:00 PM VENDOR TRADE FAIR (GLACIER IV)	
THURSDAY, OCTOBER 17	<i>GLACIER III</i>	
	8:00 AM-NOON SHAY HATA: Automate Your Business to Increase Efficiency	4
	12:00 PM - 1:15 PM <i>Lunch &amp; Learn with Jaymie Bowditch - SPONSORED BY CHICAGO TITLE OF MONTANA &amp; FIDELITY NATIONAL TITLE</i>	
	1:30 PM - 5:30PM KEVIN MOCHEL: The Ultimate Marketing Blueprint: AI Tools & Social Media Savvy	4
	FREE NIGHT!	
FRIDAY, OCTOBER 18	<i>GLACIER I-II-III-IV (Includes GRI 101-201-301)</i>	
	8:00 AM - 10:00 AM GREG ANTIPOFF: The Real Estate Accountant-You Can't Earn Your Way Out of This	2
	10:00 AM - 10:30 AM <i>Morning Break / Room Checkout</i>	
	10:30 AM - 11:45AM GRI Graduation Brunch/Ceremony - SPONSORED BY RE/MAX WEST REGION	
	12:00 PM - 2:00 PM KIM BECKING: IGNITE UNSTOPPABLE MOMENTUM - Harness the Power of Adaptability, Resilience & Mindset in a Rapidly Changing World that NEVER. SLOWS. DOWN.	2
TOTAL CE'S:		22



# GRI 301

DATE	GRI 301	CE's
TUESDAY, MARCH 21	<b>GLACIER I-II-III (Includes GRI 101-201-301)</b>	
	12:00 PM - 2:30 PM GRI CHECK-IN / NORTHEAST FOYER	
	3:00 PM - 5:30 PM JARED JAMES: Future Proofing Your Business in Uncertain Times - <b>SPONSORED BY WESTCRAFT HOMES KALISPELL</b>	2
	6:00 PM - 8:00 PM Northwest Association of REALTORS Welcome Reception GLACIER IV BALLROOM	
WEDNESDAY, OCTOBER 16	<b>GLACIER III</b>	
	8:00 AM-NOON MICHAEL WALKER: Negotiation Pregame + T.R.A.P. Your Way to Success (tactical content)	4
	12:00 PM - 1:30 PM <b>Lunch Break</b>	
	1:30 PM - 5:30 PM MARK FIEDELHOLTZ: How to Comply with New Social Media Speech Laws- Avoid Losing Your Real Estate Business & Personal Assets	4
	6:00 PM - 8:00 PM <b>VENDOR TRADE FAIR (GLACIER IV)</b>	
THURSDAY, OCTOBER 17	<b>GLACIER III</b>	
	8:00 AM - NOON KEVIN MOCHEL: Advanced Marketing Trends & Tools for the Future- Focused Realtor	4
	12:00 PM - 1:15 PM <b>Lunch &amp; Learn with Jaymie Bowditch - SPONSORED BY CHICAGO TITLE OF MONTANA &amp; FIDELITY NATIONAL TITLE</b>	
	1:30 PM - 5:30PM SHAY HATA: Attracting More Buyers & Sellers In This New Market	4
	<b>FREE NIGHT!</b>	
FRIDAY, OCTOBER 18	<b>GLACIER I-II-III-IV (Includes GRI 101-201-301)</b>	
	8:00 AM - 10:00 AM GREG ANTIPOFF: The Real Estate Accountant-You Can't Earn Your Way Out of This	2
	10:00 AM - 10:30 AM <b>Morning Break / Room Checkout</b>	
	10:30 AM - 11:45AM <b>GRI Graduation Brunch/Ceremony - SPONSORED BY RE/MAX WEST REGION</b>	
	12:00 PM - 2:00 PM KIM BECKING: IGNITE UNSTOPPABLE MOMENTUM - Harness the Power of Adaptability, Resilience & Mindset in a Rapidly Changing World that NEVER. SLOWS. DOWN.	2
<b>TOTAL CE'S:</b>		<b>22</b>