

## 2026 MAR APPROVED GRI COURSES OFFERED BY LOCAL ASSOCIATIONS

**IMPORTANT: PLEASE READ!**

For GRI **CORE** hours, the course must be attended **in-person with the exception of COE, Bias Override & Fair Housing Classes**

For GRI **ELECTIVE** hours, the course **may be attended online or in-person.**

For hybrid courses listed as In-Person/Online, those attending in-person are eligible for CORE hours. Those attending online, Elective hours apply.

Some GRI approved classes fit into two separate NAR Curriculum Standards categories. You will see the approved hours on 2 separate lines.

\*Code of Ethics & Fair Housing-NAR requires REALTORS® to complete Fair Housing/Anti-Bias Training upon becoming a member, and every 3 years thereafter, coinciding with the Code of Ethics training timeline. This requirement is in addition to the Code of Ethics training. Qualified training must be of no less than 2 hours of instructional time. Cycle 8 runs 1/1/2025 - 12/31/2027. Consult with your Local Association if you have questions.

| DATE   | CLASS TITLE  | INSTRUCTOR                       | TIME               | LOCAL ASSOC. | METHOD              | NAR CORE STANDARDS                    | CORE Hours<br>In-Person | ELECTIVE Hours |
|--------|--|----------------------------------|--------------------|--------------|---------------------|---------------------------------------|-------------------------|----------------|
| 22-Jan | Tax Reduction Strategies for Real Estate Professionals       | Sharon Rhodes                    | 9:00 am - 11:00 am | MOR          | In-Person<br>Online |                                       |                         | 2              |
| 28-Jan | Putting A.I. to Work for You - The Extended Cut              | Jill Morrison                    | 8:30 am - 12:30 pm | MAR          | In-Person           | Systems & Tools                       | 4                       |                |
| 15-Jan | Social Screenplay: Unlocking the Power of Video Storytelling | Billie Parrott                   | 9:00 am - 12:00 pm | BAR          | In-Person           | Business Skills                       | 3                       |                |
| 4-Feb  | Tax Advantages for Agents Investing in Real Estate           | Greg Antipoff                    | 9:00 am - 12:00 pm | SMR          | Virtual             | Business Skills                       |                         | 3              |
| 6-Feb  | Forms & Contracts  | Robyn Erlenbush<br>Zane Sullivan | 9:00 am - 12:00 pm | HAR          | In-Person<br>Online | Avoiding Setbacks<br>Fines & Lawsuits | 3                       | 3              |

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|-------------|---|-------------------|---------------------|---------------------|---------------------|---------------------------------------|-----------------------------|-----------------------|
| 6-Feb       | Legal Forum   | Zane Sullivan     | 1:00 pm - 4:00 pm   | HAR                 | Hybrid              | Avoiding Setbacks<br>Fines & Lawsuits | 3                           | 3                     |
| 12-Feb      | Creating Success in Any Market: Mastering the Mindset of a Top Producer           | Natalie Davis     | 8:30 am - 10:30 am  | MOR                 | In-Person<br>Online | Business Skills                       | 2                           | 2                     |
| 12-Feb      | Methamphetamine & Fentanyl Awareness in Real Estate                               | Tiffany Ott       | 9:00 am - 12:00 pm  | RMAR                | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits | 3                           |                       |
| 12-Feb      | Cracking the Communicatin Code: How Your Tendency Shapes Your Success             | Natalie Davis     | 10:45 am - 12:45 pm | MOR                 | In-Person<br>Online |                                       |                             | 2                     |
| 12-Feb      | Your Blueprint for Success: Business Planning for Realtors                        | Natalie Davis     | 1:45 pm - 4:45 pm   | MOR                 | In-Person<br>Online | Business Skills                       | 3                           | 3                     |
| 20-Feb      | Tax Tips for Investment Properties & Second Homes                                 | Greg Antipoff     | 9:00 am - 12:00 pm  | SMR                 | Virtual             |                                       |                             | 3                     |
| 26-Feb      | Legal Update  | Jaymie Bowditch   | 9:00 am - 12:00 pm  | BAR                 | In-Person<br>Online | Avoiding Setbacks<br>Fines & Lawsuits | 3                           | 3                     |
| 3-Mar       | Prevent Wire-Fraud CSI Protection Certification: Cyber Social Identity Protection | Robert Siciliano  | 9:00 am - 4:00 pm   | GFAR                | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits | 6                           |                       |
| 4-Mar       | Alexa, Am I Breaking the Law? Legal Boundaries for AI in Real Estate              | Trista Curzydlo   | 1:00 pm - 4:00 pm   | GFAR                | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits | 3                           |                       |
| 4-Mar       | There's No Font for Sarcasm ... Multi-Generation Communication                    | Trista Curzydlo   | 4:30 - 5:30 pm      | GFAR                | In-Person           | Business Skills                       | 1                           |                       |

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|-------------|---|----------------------------|--------------------|---------------------|---------------------|---------------------------------------|---------------------------------|-----------------------|
| 5-Mar       | Pricing Strategies: Mastering the CMA   | Melanie McClane            | 8:30 am - 4:30 pm  | GFAR                | In-Person           | Business Skills                       | 7                               |                       |
| 5-Mar       | Solid Investment & Retirement Strategies for Realtors                             | Chris Bird                 | 9:00 am - 12:00 pm | HAR                 | In-Person<br>Online | Business Skills                       | 3                               | 3                     |
| 5-Mar       | Deduction & Power Moves: Tax Strategies as a Result of the One Big Beautiful Bill | Chris Bird                 | 1:00 pm - 4:00 pm  | HAR                 | In-Person<br>Online | Business Skills                       | 3                               | 3                     |
| 11-Mar      | Residential & Commercial Property Standards                                       | Jed Diehl<br>Tim Netzley   | 8:00 am - 10:00 am | MOR                 | In-Person<br>Online | Market Knowledge                      | 2                               | 2                     |
| 11-Mar      | The 'Dos & Don't's' of Serving Clients with Special Needs                         | John Young                 | 8:00 am - 12:00 pm | NMAR                | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits | 4                               |                       |
| 11-Mar      | Mastering Montana REALTOR Forms   | Jaymie Bowditch            | 1:00 pm - 3:00 pm  | MOR                 | In-Person<br>Online | Avoiding Setbacks<br>Fines & Lawsuits | 2                               | 2                     |
| 11-Mar      | Steal These Ideas! Creative, Inexpensive & Unique Ways to Grow Your Business      | John Young                 | 1:00 pm - 5:00 pm  | NMAR                | In-Person<br>Online | Business Skills                       | 4                               | 4                     |
| 12-Mar      | Guiding Heroes Home: A Comprehensive Look at VA Loans / Montana Family Mortgage   | Dave Krueger<br>Dave Jenks | 8:00 am - 10:00 am | MOR                 | In-Person<br>Online | Business Skills                       | 2                               | 2                     |
| 12-Mar      | Win-Win or No Deal: Negotiating with Confidence & Purpose                         | Evan Fuchs                 | 9:00 am - 12:00 pm | NMAR                | In-Person<br>Online | Business Skills                       | 3                               | 3                     |
| 12-Mar      | The Intentional Agent: Navigating the Stressful World of Real Estate              | Evan Fuchs                 | 1:00 pm - 4:00 pm  | NMAR                | In-Person<br>Online | Business Skills                       | 1.5                             | 1.5                   |

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|--------|---|--------------------------------------|---------------------|--------------|---------------------|---------------------------------------|----------------------|----------------|
|        |   |                                      |                     |              |                     | Systems & Tools                       | 1.5                  | 1.5            |
| 16-Mar | Terminating a Buy Sell Agreement & Release of   | Ken Joiner                           | 1:30 pm - 3:30 pm   | SMR          | Virtual             |                                       |                      | 2              |
| 19-Mar | Interactive Look at Forms 101   | Angela Klein Hughes<br>Terri Welborn | 12:30 pm - 4:30 pm  | BAR          | In-Person<br>Online | Avoiding Setbacks<br>Fines & Lawsuits | 4                    | 4              |
| 19-Mar | Buyer Representation Forms in the New Era   | Ken Joiner                           | 1:30 pm - 4:30 pm   | SMR          | Virtual             |                                       |                      | 3              |
| 25-Mar | Fair Play, Fair Housing This class fulfills the NAR requirement for the Fair Housing training. *See note RE: COE & Fair Housing requirements on first page. | Maura Neill                          | 8:00 am - 11:00 am  | BVBOR        | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits | 3                    |                |
| 25-Mar | Creating the Win  | Maura Neill                          | 12:00 pm - 3:00 pm  | BVBOR        | In-Person           | Business Skills                       | 3                    |                |
| 25-Mar | Happier Life  | Maura Neill                          | 3:00 pm - 4:00 pm   | BVBOR        | In-Person           |                                       |                      | 1              |
| 31-Mar | Forms   | Ken Joiner                           | 2:00 pm - 4:00 pm   | HAR          | Virtual             |                                       |                      | 2              |
| 1-Apr  | Selling to Every Generation   | Angela Klein Hughes<br>Terri Welborn | 10:00 am - 12:00 pm | NMAR         | In-Person<br>Online | Business Skills                       | 2                    | 2              |
| 2-Apr  | New Forms Workshop  | Angela Klein Hughes<br>Terri Welborn | 8:00 am - 5:00 pm   | NMAR         | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits | 8                    |                |
| 2-Apr  | Smart Negotiation for Tough Real Estate Markets'  | Dave Jones                           | 9:00 am - 12:00 pm  | HAR          | In-Person<br>Online | Business Skills                       | 3                    | 3              |

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|--------|---|-------------------|--------------------|--------------|---------------------|---------------------------------------|----------------------|----------------|
| 2-Apr  | Fair Housing – Equitable Real Estate Practices: What Every Realtor Should Know. This class fulfills the NAR requirement for the Fair Housing training. *See note RE: COE & Fair Housing requirements on first page. | Dave Jones        | 1:00 pm – 4:00 pm  | HAR          | In-Person<br>Online | Avoiding Setbacks<br>Fines & Lawsuits | 3                    | 3              |
| 3-Apr  | Let's Get Social! Authentic Social Media Strategies that will turn likes into listings  | Billie Parrott    | 1:00 pm – 4:00 pm  | SMR          | Hybrid              | Systems & Tools                       | 3                    | 3              |
| 7-Apr  | Counteroffers, Addendums, and Amendments  | Ken Joiner        | 1:00 pm – 3:00 pm  | GFAR         | Online Only         |                                       |                      | 2              |
| 8-Apr  | Buyer Representation Forms–New & Updated  | Ken Joiner        | 1:00 pm – 4:00 pm  | GFAR         | Online Only         |                                       |                      | 3              |
| 15-Apr | Fair Housing – This class fulfills the NAR requirement for the Fair Housing training. *See note RE: COE & Fair Housing requirements on first page.  | Geoffrey Long     | 9:00 am – 12:00 pm | NMAR         | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits | 3                    |                |
| 15-Apr | High Standards: Professionalsim & Ethics in Real Estate – This class fulfills the NAR requirement for the Code of Ethics training. *See note RE: COE & Fair Housing requirements on first page.                     | Geoffrey Long     | 1:00 pm – 4:00 pm  | NMAR         | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits | 3                    |                |
| 16-Apr | Fair Housing For All – This class fulfills the NAR requirement for the Fair Housing training. *See note RE: COE & Fair Housing requirements on first page.  | Rochelle Houghton | 8:30 am – 12:30 pm | BAR          | In-Person<br>Online | Avoiding Setbacks<br>Fines & Lawsuits | 4                    | 4              |

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|-------------|--|--------------------------------------|--------------------|---------------------|---------------------|---------------------------------------|---------------------------------|-----------------------|
| 16-Apr      | Why Buyers are Liars & What We Can Do About It   | Breck Miller                         | 9:00 am - 12:00 pm | NMAR                | In-Person<br>Online | Business Skills                       | 3                               | 3                     |
| 16-Apr      | Navigating Success Through Business Management   | Breck Miller                         | 1:00 pm - 4:00 pm  | NMAR                | In-Person<br>Online | Business Skills                       | 3                               | 3                     |
| 21-Apr      | Interactive Look at Forms 201  | Angela Klein Hughes<br>Terri Welborn | 8:30 am - 12:30 pm | BAR                 | In-Person<br>Online | Avoiding Setbacks<br>Fines & Lawsuits | 4                               | 4                     |
| 21-Apr      | Addendums and Beyond   | Angela Klein Hughes<br>Terri Welborn | 1:00 pm - 5:00 pm  | BAR                 | In-Person<br>Online | Avoiding Setbacks<br>Fines & Lawsuits | 4                               | 4                     |
| 22-Apr      | Supervising Broker Enhancement Course - What You Wish They Had Told You! This is a two-day course. Must attend both days.                                      | Sharon Virgin                        | 8:00 am - 5:00 pm  | MAR in              | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits | 4                               |                       |
| 23-Apr      |  | Robin Wallace                        | 8:00 am - 5:00 pm  | Butte               | In-Person           |                                       |                                 | 4                     |
| 24-Apr      | Methamphetamine & Fentanyl Awareness in Real Estate  | Tiffany Ott                          | 9:00 am - 12:00 pm | HAR                 | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits | 3                               |                       |
| 29-Apr      | Cybersecurity for Real Estate Professionals  | Rae Rivera                           | 1:00 pm - 3:00 pm  | MOR                 | In-Person<br>Online | Avoiding Setbacks<br>Fines & Lawsuits | 2                               | 2                     |
| 30-Apr      | Code of Ethics (Red Lodge) - This class fulfills the NAR requirement for Code of Ethics training. *See note RE: COE & Fair Housing requirements on first page. | Terri Welborn                        | 8:30 am - 12:30 pm | BAR                 | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits | 4                               |                       |

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|-------------|--|--------------------------------------|--------------------|---------------------|---------------------|---------------------------------------|---------------------------------|-----------------------|
| 30-Apr      | Fair Housing for All (Red Lodge) - This class fulfills the NAR requirement for the Fair Housing training. *See note RE: COE & Fair Housing requirements on first page. | Rochelle Houghton                    | 1:00 pm - 5:00 pm  | BAR                 | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits | 4                               |                       |
| 5-May       | Interactive Look at Forms 201 (Havre)  | Angela Klein Hughes<br>Terri Welborn | 8:00 am - 12:00 pm | BAR                 | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits | 4                               |                       |
| 5-May       | Putting Service Back Into Customer Service   | Angela Klein Hughes<br>Terri Welborn | 12:30 pm - 2:30 pm | BAR                 | In-Person           | Business Skills                       | 2                               |                       |
| 5-May       | Selling to Every Generation (Havre)  | Angela Klein Hughes<br>Terri Welborn | 3:00 pm - 5:00 pm  | BAR                 | In-Person           | Business Skills                       | 2                               |                       |
| 6-May       | Addendums and Beyond (Havre)   | Angela Klein Hughes<br>Terri Welborn | 8:00 am - 12:00 pm | BAR                 | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits | 4                               |                       |
| 7-May       | Understanding the Mystery of Appraisals - A Modern Look  | Shaun Moore                          | 11:30 am - 1:30 pm | HAR                 | In-Person<br>Online | Market Knowledge                      | 3                               | 3                     |
| 13-May      | Supervising Broker Enhancement Course - What You Wish They Had Told You! This is a two-day course. Must attend both days.  | Angela Klein Hughes                  | 8:00 am - 5:00 pm  | MAR in              | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits | 4                               |                       |
| 14-May      |  | Carly Bishop                         | 8:00 am - 5:00 pm  | Billings            | In-Person           |                                       |                                 | 4                     |
| 19-May      | Interactive Look at Forms 201 (Lewistown)  | Angela Klein Hughes                  | 8:00 am - 12:00 pm | BAR                 | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits | 4                               |                       |

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|-------------|---|--------------------------------------|--------------------|---------------------|---------------------|---------------------------------------|-----------------------------|-----------------------|
| 19-May      | What They Don't Teach You in Real Estate School (Lewistown) | Angela Klein Hughes<br>Terri Welborn | 1:00 pm - 5:00 pm  | BAR                 | In-Person           | Business Skills<br>Market Knowledge   | 2<br>2                      |                       |
| 20-May      | Anti-Trust Class (Lewistown)                                | Rochelle Houghton                    | 8:00 am - 12:00 pm | BAR                 | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits | 4                           |                       |
| 26-May      | Buyer Representation Forms-New & Updated                    | Ken Joiner                           | 1:30 pm - 4:30 pm  | HAR                 | Virtual             |                                       |                             | 4                     |
| 28-May      | Risk Reduction  | Angela Klein Hughes<br>Terri Welborn | 8:30 am - 12:30 pm | BAR                 | In-Person<br>Online | Avoiding Setbacks<br>Fines & Lawsuits | 4                           | 4                     |
| 4-Jun       | Interactive Look at Forms 201 (Glendive)                    | Angela Klein Hughes<br>Terri Welborn | 8:00 am - 12:00 pm | BAR                 | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits | 4                           |                       |
| 4-Jun       | Addendums and Beyond (Glendive)                             | Angela Klein Hughes<br>Terri Welborn | 12:30 pm - 4:30 pm | BAR                 | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits | 4                           |                       |
| 8-Jul       | Counter-Offer, Addendums & Amendments                       | Ken Joiner                           | 2:00 pm - 4:00 pm  | HAR                 | Virtual             |                                       |                             | 2                     |
| 6-Aug       | Mastering the Art of Buyer Representation                   | Sharon Virgin                        | 8:30 am - 12:30 pm | BAR                 | In-Person<br>Online | Business Skills                       | 4                           | 4                     |
| 6-Aug       | How AI & ChatGPT are Transforming Real Estate               | Craig Grant                          | 9:00 am - 12:00 pm | HAR                 | In-Person<br>Online | Systems & Tools                       | 3                           | 3                     |

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|-------------|--|-------------------|---------------------|---------------------|---------------------|---------------------------------------|---------------------------------|-----------------------|
| 6-Aug       | Create Awesome Marketing Content & Materials with AI & Canva   | Craig Grant       | 1:00 pm - 4:00 pm   | HAR                 | In-Person<br>Online | Systems & Tools                       | 3                               | 3                     |
| 19-Aug      | Fair Housing-This class fulfills the NAR requirement for the Fair Housing training. *See note RE: COE & Fair Housing requirements on first page.     | Rochelle Houghton | 8:00 am - 12:00 pm  | NMAR                | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits | 4                               |                       |
| 19-Aug      | Let's Get Social   | Billie Parrott    | 1:00 pm - 5:00 pm   | NMAR                | In-Person<br>Online | Systems & Tools                       | 4                               |                       |
| TBD-Sep     | Code of Ethics-This class fulfills the NAR requirement for the Code of Ethics training. *See note RE: COE & Fair Housing requirements on first page. | Leigh Brown       | TBD                 | HAR                 | Virtual             | Avoiding Setbacks<br>Fines & Lawsuits |                                 |                       |
| 1-Sep       | REALTOR Real "ThOR" Resilience: Outsmarting Crime & Victimization  | Will Parker       | 8:30 am - 12:30 pm  | BAR                 | In-Person           |                                       |                                 | 4                     |
| 2-Sep       | REALTOR Personal Safety  | Will Parker       | 10:00 am - 12:00 pm | SMR                 | In-Person           |                                       |                                 | 2                     |
| 3-Sep       | REALTOR Real "ThOR" Resilience: Outsmarting Crime & Victimization  | Will Parker       | 9:00 am - 1:00 pm   | HAR                 | In-Person<br>Online |                                       |                                 | 4                     |
| 9-Sep       | Probate Pitfalls & Power Plays: Navigating Authority   | Melanie McLane    | 8:00 am - 12:00 pm  | NMAR                | In-Person<br>Online | Avoiding Setbacks<br>Fines & Lawsuits | 4                               | 4                     |
| 9-Sep       | Risk Management: What You Say & Do Can Be Used Against You   | Melanie McLane    | 1:00 pm - 5:00 pm   | NMAR                | In-Person<br>Online | Avoiding Setbacks<br>Fines & Lawsuits | 4                               | 4                     |

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|--------|--|--------------------------------------|--------------------|--------------|---------------------|---------------------------------------|-------------------------|----------------|
| 10-Sep | Legal Forum Update   | Jaymie Bowditch                      | 9:00 am - 12:00 pm | NMAR         | In-Person<br>Online | Avoiding Setbacks<br>Fines & Lawsuits | 3                       | 3              |
| 24-Sep | Code of Ethics-This class fulfills the NAR requirement for the Code of Ethics training. *See note RE: COE & Fair Housing requirements on first page.                                       | Terri Welborn                        | 1:00 pm - 5:00 pm  | BAR          | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits | 4                       |                |
| 30-Sep | Don't Be A REALTOR Violent Crime Victim  | Will Parker                          | 9:00 am - 1:00 pm  | NMAR         | In-Person           |                                       |                         | 4              |
| 1-Oct  | Let's Get Ethical-This class fulfills the NAR requirement for the Code of Ethics training. *See note RE: COE & Fair Housing requirements on first page.                                    | Ophelie Montgomery                   | 9:00 am - 12:00 pm | NMAR         | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits | 3                       |                |
| 1-Oct  | Master the Art of Buyer Representation   | Sharon Virgin                        | 9:00 am - 12:00 pm | HAR          | In-Person<br>Online | Business Skills                       | 3                       |                |
| 1-Oct  | Wire Fraud: How to Protect Yourself and Your Clients - Catch Me if You Can   | Ophelie Montgomery                   | 1:00 pm - 4:00 pm  | NMAR         | In-Person<br>Online | Avoiding Setbacks<br>Fines & Lawsuits | 3                       | 3              |
| 1-Oct  | Interactive Look at Forms  | Angela Klein Hughes<br>Terri Welborn | 1:00 pm - 4:00 pm  | HAR          | In-Person<br>Online | Avoiding Setbacks<br>Fines & Lawsuits | 3                       | 3              |
| 1-Oct  | Bias Override: Overcoming Barriers to Fair Housing-<br>This class fulfills the NAR requirement for the Fair Housing training. *See note RE: COE & Fair Housing requirements on first page. | Maura Neill                          | 1:00 pm - 4:00 pm  | MOR          | In-Person<br>Online | Avoiding Setbacks<br>Fines & Lawsuits | 3                       |                |

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|-------------|---|--------------------------------------|--------------------|---------------------|---------------------|--|---------------------------------|-----------------------|
| 2-Oct       | Risk Reduction  | Angela Klein Hughes                  | 9:00 am - 1:00 pm  | HAR                 | In-Person<br>Online | Avoiding Setbacks<br>Fines & Lawsuits  | 4                               | 4                     |
| 2-Oct       | Putting Service Back in customer Service                              | Angela Klein Hughes<br>Terri Welborn | 2:00 pm - 4:00 pm  | HAR                 | In-Person<br>Online | Business Skills                        | 2                               | 2                     |
| 7-Oct       | Military Relocation Professional (MRP) Certification                  | Bryan Bergjans                       | 9:00 am - 5:00 pm  | SMR                 | In-Person           |  |                                 | 7                     |
| 7-Oct       | What was My Appraiser Thinking?                                       | Zoe Liston                           | 9:00 am - 12:00 pm | NMAR                | In-Person           | Market Knowledge                       | 3                               |                       |
| 7-Oct       | How to Read An Appraisal  | Zoe Liston                           | 1:00 pm - 4:00 pm  | NMAR                | In-Person           | Market Knowledge                       | 3                               |                       |
| 7-8 Oct     | Seniors Real Estate Specialist (SRES) Designation                     | Melanie McLane                       | 8:00 am - 5:00 pm  | MOR                 | In-Person<br>Online | Avoiding Setbacks<br>Fines & Lawsuits  | 2                               | 8                     |
| 8-Oct       | Leads and Listings: Become a Power Lister - CRS Course                | Addie Owens                          | 8:00 am - 12:00 pm | BAR                 | In-Person           | Business Skills                        | 4                               |                       |
| 8-Oct       | Negotiate the W: Techniques that Win Deals & Close Sales - CRS Course | Addie Owens                          | 1:00 pm - 5:00 pm  | BAR                 | In-Person           | Business Skills                        | 4                               |                       |
| 8-Oct       | Shift Happens: Adjusting to the Changes in Any Market                 | Shelyna Tinglin                      | 9:00 am - 12:00 pm | NMAR                | In-Person           | Business Skills<br><br>Systems & Tools | 1.5<br><br>1.5                  |                       |

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|--------------|---|-------------------|-------------------|---------------------|---------------------|--|---------------------------------|-----------------------|
| 8-Oct        | What They Don't Teach You in Real Estate School                   | Shelyna Tinglin   | 1:00 pm - 5:00 pm | NMAR                | In-Person           | Business Skills<br>Market Knowledge  | 2<br>2                          |                       |
| 14-15<br>Oct | GRI Annual Conference 2026 - Missoula<br>Registration Coming Soon | Save the Date!    |                   | MAR                 | In-Person           | Avoiding Setbacks<br>Fines & Lawsuits<br>Business Skills<br>Market Knowledge | 6<br>3<br>3                     |                       |
| 22-Oct       | Forms Revamp Course   | Terri Welborn     | 1:00 pm - 5:00 pm | BAR                 | In-Person<br>Online | Avoiding Setbacks<br>Fines & Lawsuits  | 4                               | 4                     |
|              |   |                   |                   |                     |                     |  | <b>273</b>                      | <b>179</b>            |