



New York State Association
of REALTORS®, Inc.



A recent attendee said:
*“This course gave me the tools to better
serve investors and expand my business.”*

REALTOR® Institute Course RI404

Serving Real Estate Investors

7.5 hours CE credit

- Date:** March 24, 2010
8 a.m. - 5 p.m.
- Instructor:** Frances Carroll, CRB, GRI, ITI, SRES
- Location:** Gtr. Rochester Assn. of REALTORS®
930 East Avenue
Rochester, NY 14607
- Cost:** \$150 Member/ \$175 Non-Member
Register by March 14 & save \$25!



Expand your client base by gaining an understanding of investment terms, concepts and calculations. Use this knowledge to guide your clients through the real estate investment process. This course will show you how to analyze property as an investment using simple calculations for cash flow and return on investment. This program will provide the tools to explain basic concepts of valuation to your clients. Presented in an uncomplicated way, you'll be able to gather data, project rates of return, and market investment property with confidence!

REGISTER BY
MARCH 14
& SAVE \$25

4 easy ways to register:

Visit the Members' Education Section at nysar.com

Fax credit card registrations to 518.462.5474

Call 800.239.4432

Mail check registrations to: NYSAR, 130 Washington Ave., Albany, NY 12210

Earn Your GRI

The Graduate REALTOR® Institute (GRI) designation is the mark of a real estate professional who has made the commitment to provide a high level of professional services by securing a strong educational foundation. REALTORS® with the GRI designation are highly trained in many areas of real estate to better serve and protect their clients. Take all nine REALTOR® Institute courses to earn your designation and watch your income grow.

SPECIAL! Register for all nine courses and save! NYSAR offers a 20-percent discount for those who register for all nine GRI courses at once! For more information, visit the Education Section at nysar.com or call 800.239.4432.

REGISTRATION

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Course Name or Code: RI404 - Serving Real Estate Investors

Location: Gtr. Rochester Assn. of REALTORS® Date: March 24, 2010

Name: _____

Home Address: _____

City: _____ State: _____ Zip: _____

Company: _____

Phone (H): _____ (O): _____

Fax: _____

E-mail address: _____

License unique ID #: _____

Check payable to NYSAR in amount of \$ _____

Charge my (circle one): VISA MasterCard American Express Discover

Card #: _____

Exp. date: _____

Signature: _____

GRI course special audit rate for GRI designees only:

_____ \$40 without CE _____ \$65 with CE credit

(Available on previously completed GRI courses. CE applicable in different renewal period only.)

Do you have any disabilities which require special accommodations, including provisions for auxiliary aids/services? If so, please identify your special needs when registering.

Cancellation Policy: Requests for cancellation must be received in writing **NO LATER THAN 10 DAYS PRIOR TO THE CLASS** to avoid a penalty. Written cancellation requests received within 10 days of the course will be subject to a 25-percent refund processing fee. "NO-SHOWS" forfeit entire tuition.