



# 2021 GRI SCHEDULE

## GRI 101: JANUARY 20-21, 2021

**Registration Deadlines:** Jan 1 (Early Bird)  
Jan 10 (Regular)

**Price:** \$99 (Early Bird)  
\$125 (Regular)

**Day 1:** Sean Carpenter

- 50+ to Get Listings, Buyers, & Referrals (2hr CE: SAM)
- Building a Better Buyer (3hr CE: SAM)
- Satisfying the Seller (3hr CE: SAM)

**Day 2:** Kim Daugherty & Deb Thoma

- Cybercrime & Human Behavior (3hr CE: HOT)
- Fire, Scissors, & Legal Landmines (3hr CE: HOT)
- Person to Person (2hr CE: SAM)

**Location:** Virtual via Zoom

## GRI 102: MARCH 11-12, 2021

**Registration Deadlines:** Feb 19 (Early Bird)  
Mar 5 (Regular)

**Price:** \$99 (Early Bird)  
\$125 (Regular)

**Day 1:** Chris Byrd

- Real Estate Investment & Taxation (6hr CE: TAX)

**Day 2:** Pat Vann

- Financing Techniques (4hr CE: FIN)  
Pamela Brookstein
- Selling the Sun (3hr CE: HOT)

**Location:** Virtual via Zoom

## GRI 201: April 21-22, 2021

### **Provisional Requirement**

**Registration Deadlines:** Apr 2 (Early Bird)  
Apr 16 (Regular)

**Price:** \$195 (Early Bird), \$218 (Regular)

**Day 1:** Paul Dizmang & Geoffrey Long

- Code of Ethics & Professional Standards (3hr CE: PSC)
- How to Get Investigated (2hr CE: RIS)
- Code & Rules (3hr CE: CAR)

**Day 2:** Brent Lancaster

- Real Estate Sales & Marketing (3hr CE: SAM)
- Negotiation (3hr CE: NEG)  
Geoffrey Long
- Technology in Real Estate (2hr CE: HOT)

**Location:** Embassy Suites Medical Ctr. OKC

## GRI 202: June 2-3, 2021

### **Provisional Requirement**

**Registration Deadlines:** May 14 (Early Bird)  
May 28 (Regular)

**Price:** \$195 (Early Bird), \$218 (Regular)

**Day 1:** Kristi French

- Title Insurance (3hr CE: CLO)  
Aaron Emerson
- Appraisal Tools (3hr CE: INS)

**Day 2:** Jane Judd & Donny Allen

- Real Estate Safety Matters (3hr CE: HOT)  
Joyce Painter
- Broker Relationship Act (3hr CE: BRA)  
Geoffrey Long
- Real Estate Contracts & Forms (2hr CE: CON)

**Location:** Stoney Creek Event Center, Broken Arrow

## GRI 301: October 13-14, 2021

**Registration Deadlines:** Sep 24 (Early Bird)  
Oct 8 (Regular)

**Price:** \$195 (Early Bird)  
\$218 (Regular)

**Day 1:** Nate Johnson

- Commercial Real Estate (4hr CE: CRC)
- Smart Growth for the 21st Century (3hr CE: SAM)

**Day 2:** TBD

**Location:** In-person TBD

## GRI 302: DECEMBER 8-9, 2021

### **Provisional Requirement**

**Registration Deadlines:** Nov 19, 2021  
Dec 3, 2021

**Price:** \$195 (Early Bird)  
\$218 (Regular)

**Day 1:** Paul Dizmang & Geoffrey Long

- Fair Housing (4hr CE: FHR)
- Property Disclosure (3hr CE: DIS)

**Day 2:** Paul Dizmang & Geoffrey Long

- Property Management (4hr CE: PMG)
- Bean Counting: Escrow & Trust Accounting (4hr CE: FIN)

**Location:** In-person TBD

Students with a provisional license must complete all three GRI modules marked **provisional** in order to receive their 45 post credit hours.