

GRI 300

October 29th & 30th, 2015
BP Energy Center - Anchorage

November 5th & 6th, 2015
Valley Board Office - Wasilla

Liability & Risk Management - #2005

6 Hours ECE

This course will cover federal and state laws as they impact the way the real estate brokerage business is conducted. It will review independent contractors and employees. Course topics include IRS status, human resource issues, sexual harassment, and employer and managers responsibility. The students will become familiar with antitrust laws, the Federal Fair Housing Act, discrimination laws, and the American Disability Act amendment.

Business Management Skills - #2408

6 Hours ECE

This course will give the students the tools to establish a successful real estate career. The students will learn the fundamentals of business planning that will lead to increased profit and productivity. Students will learn how to create a detailed business plan that includes the areas of budgeting, promotions, marketing and cost analysis.

Taxation - #2409

2 Hours ECE / 2 Hours DCE

This course will go beyond the basics of real estate taxation to a more advanced look at business and estate planning. Utilizing real estate to build the estate while minimizing the taxes paid is a method utilized for many years by the sophisticated and successful investor. In addition, we will cover corporate tax options the Realtor needs to consider with their own tax and business planning. The course covers purchasing the first home, converting to a rental, vacation homes, like-kind exchanges, capital gains, commercial real estate, small business planning and earned income versus capital gains.

Residential Real Estate as an Investment - #2767

6 Hours ECE

The purpose of this course is to allow the participant to view investment real estate from several perspectives and evaluate properties, which may be appropriate investments for different buyers, including themselves.

GRI 300 is co-sponsored by the Alaska Association of REALTORS[®], the Anchorage Board of REALTORS[®] and the Valley Board of REALTORS[®].

Lunch is on your own each day from 12pm-1pm.

This course consists of 4 classes over 4 days. To receive the designation, all four must be completed.

GRI 300 Schedule

Thursday, October 29, 2015

Liability & Risk Management
9:00 am - 4:30 pm (Anchorage)
Anita Bates
Dwell Realty

Friday, October 30, 2015

Business Management Skills
9:00 am - 4:00 pm (Anchorage)
Traci Barickman
CENTURY 21 Realty Solutions

Thursday, November 5, 2015

Taxation
9:00 am - 5:00 pm (Wasilla)
Uli Johnson
Double Eagle Real Estate

Friday, November 6, 2015

Residential Real Estate
as an Investment
9:00 am - 5:00 pm (Wasilla)
Traci Barickman
CENTURY 21 Realty Solutions

Name _____

Company: _____

Address: _____

Phone: _____ E-mail _____

Tuition: \$250. Make checks payable to the Alaska Association of REALTORS[®].

Visa/MC number _____ Expiration Date _____ CVC# _____

Signature: _____ Billing Zip Code _____

***Fax, email or mail this portion to register for GRI 300. Email - kdubois@ancboard.com
3340 Arctic Blvd. #101 Anchorage, AK 99503 FAX: 563-8476 Phone: 561-2338***