



New York State Association  
of REALTORS®, Inc.



**A recent attendee said:**  
*“This course gave me great information  
that I could actually use in my business.”*

## REALTOR® Institute Course RI403

### Financing to Increase Homeownership

7.5 hours CE credit

**Date:** March 23, 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 13 & save \$25!**



Increase your bottom line by closing more transactions. In today's competitive market, you can become a leader by putting financing options into terms your clients understand and by guiding them through the mortgage process. This interactive course will teach you how to research products, qualify buyers and find the best financing options for your clients. Discover how to make homeownership a reality for more Americans. HPI0Bii calculator provided for class use.

**REGISTER BY**

**MARCH 13**

**& SAVE \$25**

#### 4 easy ways to register:

**Visit** the Members' Education Section at [nysar.com](http://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](http://nysar.com) or call 800.239.4432.

# REGISTRATION

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Course Name or Code: RI403 - Financing to Increase Homeownership

Location: Gtr. Rochester Assn. of REALTORS® Date: March 23, 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.