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Monday, June 19, 2006

Timothy Estin
P.O. Box 1147
Aspen, CO 81612

Dear Tim:

Congratulations on completing your designation. Enclosed you will find your pin and certificate of completion.

CAR has a long history of honoring our GRI and MRE graduates at the annual Awards Luncheon held in Colorado Springs at the State Convention. However, fewer and fewer GRI/MRE designees seem to be willing or able to attend that event. Therefore, we are excited to bring you a special networking and celebratory event to honor your achievement.

Please join us for an event dedicated solely to you and your graduating peers. The event location and time is still to be determined. Upon selection of the site you will be notified and RSVP information will be distributed. The past event held on May 3, 2006 was a huge success with all designees who were able to attend, faculty, AE's and staff. We are very much looking forward to seeing you at this special event. We are inviting you as our guest. Please feel free to invite your family or other guests to share your recognition for a nominal fee.

Congratulations on your achievement and we will look forward to seeing you at the event. More information on the site and date will follow.

Sincerely,

Caren Hunt
Education Director



✓ = GRI Courses Completed.

✓ Agency and Disclosing Brokerage Relationships - GRI	This course exposes students to the practice of agency which cannot be separated from the contracts and forms used in the practice of Real Estate in Colorado	6 CE/GRI	\$75	Info.
✓ Basic Finance- Wonderful World of Finance - GRI	Learn about the different ways to finance real estate purchases and the associated government rules and regulations	6 CE/GRI	\$75	Info.
✓ Basic Residential Investments - GRI	Introduction to basic residential real estate analysis.	6 CE/GRI	\$75	Info.
✓ Basic Taxation for Residential Agents - GRI	Introduction to basic taxation knowledge and special taxation concerns for buyers and sellers of real estate.	6 CE/GRI	\$75	Info.
✓ Career Development (GRI credit only)	Improve communication skills, utilize goal setting, learn business tips, and prepare for retirement.	6 CE/GRI	\$75	Info.
✓ Ethics and Professional Practice- GRI	Covers the interpretation and application of the Code of Ethics and Standards of Practice in Colorado. This is the only required course in the GRI program in Colorado, and many local associations require this course as a condition of membership (check with local board for specific requirements)	6 CE/GRI	\$75	Info.
✓ Housing Construction - GRI	A wonderful overview of the Housing Industry.	6 CE/GRI	\$75	Info.
✓ Law I - GRI	GRI Law I : Covers the Legal System, Causes of Action, Remedies, Brokers and the Law, Antitrust and Fair Housing, Water Rights and Title Insurance.	6 CE/GRI	\$75	Info.
✓ Law II - GRI	Law II : Covers Liens, Financing, and Foreclosures.	6 CE/GRI	\$75	Info.
✓ Listing and Selling - GRI	Learn the basics of listing and selling, including marketing strategies, effective communication, and closing skills.	6 CE/GRI	\$75	Info.
✓ Listing Contracts 2005 - GRI	This course will provide a better understanding of Commission-Approved contract forms and their uses.	6 CE/GRI	\$75	Info.
✓ Marketing and Selling New Homes - GRI	An overview of the skills necessary to effectively sell new residential construction, including; communication tools, negotiating strategies, new home marketing, and a detailed look at new home design.	6 CE/GRI	\$75	Info.
✓ Property Management - GRI	Understanding the Role of the Property Management Company	6 CE/GRI	\$75	Info.
✓ Residential Appraisal for Real Estate Agents - GRI	Shows real estate agents how to use the Uniform Residential Appraisal Report (URAR, Fannie Mae Form 1004, Freddie Mac Form 60) as a tool for their clients.	6 CE/GRI	\$75	Info.
✓ Risk Reduction - GRI	Helps brokers recognize bad business practices.	6 CE/GRI	\$75	Info.
✓ Selling Contracts 2005 - GRI	This course covers basic contract principles and reviews the common CREC forms used in a purchase transaction.	6 CE/GRI	\$75	Info.
✓ Technology Applications - GRI	Learning where real estate related information is and then how to deliver it to clients.	6 CE/GRI	\$75	Info.

Tim George Estlin MBA, GRI | Broker Associate

Mason Morse Real Estate

514 East Hyman Avenue | Aspen, CO 81611

970.920.7387 office | 970.309.6163 cell | 970.925.7027 fax

Tim George Estin

From: Tim George Estin
Sent: Friday, April 21, 2006 5:15 PM
To: 'kaybernstein@coloradorealtors.com'
Subject: GRI course

Hi Kay. Do I need to take a specific course for my GRI designation, "Career Development" or can I substitute it for a different course?

Mason Morse is offering GRI courses to their brokers this winter/spring and unfortunately, I missed the career course.

Questions: Do I have to take that particular course as part of a core/required bunch of GRI courses? If so, is it being offered in Aspen, Glenwood, Grand Junction, or Eagle/Vail area anytime now through August 2006.? To date, I've taken – or will be taking - the following:

- 1. Agency & Disclosure 2/22/06 Delta 8
- 2. Listing contracts 2/23/06 Delta
- 3. Selling contracts 2/24/06 Delta
- 4. Listing & Selling Techniques 3/16/06 Delta
- 5. RE Finance 3/15/06 Delta
- 6. Residential Investments 4/20/06 Delta and 10/26/05 Aspen Board
- 7. Listing & Sales ~~3/15/06 Delta~~
- 8. Residential Appraisal 4/20/06 Delta Board + 10/25/05 (Aspen Board)
- 9. Taxation 4/20/06 (Delta Board)
- 10. Law 1 11/22/06 (Aspen Board)
- 11. Law 2 11/23/06 (Aspen Board)
- 12. Epro – I am taking the course online now. I get credit for this instead of "Technology Application/Serviceing the cyberspace Customer", right? *Internet Crusade*
- 13. Ethics and Prof Practices 5/25/05 Aspen Board
- 14. Risk Reduction – scheduled to take it May 28, 2006 (Delta Board)
- 15. Housing Construction scheduled June 2nd, 9-4P GRI Class Glenwood Springs (Delta Board)
Right Ke

✓ So, by June 2nd, I will have taken (15) GRI courses X 6 hrs = 90 hrs. That's the magic number right?

Thanks, Tim

Tim George Estin
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[Estin Profile and Articles](#)

*6/12/06 = I need one
more course since
I missed March 14,
Career Development.*

✓ = Completed GRI Classes.

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GRI DESIGNATION



What is the GRI?

The Graduate REALTOR® Institute, (GRI), is a nationally recognized designation. The designation sets the standards for real estate professionalism, knowledge and productivity, by providing sound training and the critical skills of the real estate business. The GRI designation signifies a dedicated and knowledgeable professional within the industry.

The GRI designation is granted through state associations whose Institute courses of study meet the standards established by the National Association of REALTORS®. Colorado's GRI ranks as one of the country's top Institute programs and cutting edge in technology with the full curriculum available on-line.

Each GRI candidate is required to complete 90 hours of course work. Students will also have the opportunity to build their own course of study by choosing their elective credits. The Ethical and Professional Practices of REALTORS® is the only course required under the Colorado GRI program.

Who should earn the GRI?

Agents, brokers, office managers, and new REALTORS® all benefit from the up-to-date information offered by the REALTOR® Institute of Colorado. Additionally, GRI courses offer state and nationwide networking opportunities. The program provides a strong foundation for other national and state designations.

Why earn the GRI?

The GRI broadens your career horizons. Statewide GRI courses introduce you to colleagues for referrals and networking. The GRI ranks you among the top performers. The GRI advances your professional image with the public and with other real estate agents.

What classes are offered for the GRI Designation?

- 1 Agency and Disclosure: One is Not Good Without the Other 6 hours
- The Changing Face of Real Estate (Formerly At Home with Diversity) 6 hours
- Don't Let Your Deal Get Washed Down the Drain (Formerly Water Owning - Colorado Style) 6 hours
- 2 The Ethical and Professional Practices of REALTORS® 6 hours
- 3 Financing the Deal (Formerly Real Estate Finance) 6 hours
- 4 Getting the Most Out of the Investment (Formerly Taxation in Real Estate) 6 hours
- Housing Construction: Building a Solid Foundation 6 hours
- 5 Is the Price Right? (Formerly Residential Appraisal) 6 hours
- 6 Listing Contracts: Basic Training 6 hours
- Property Management 6 hours (online course at <http://www.vaned.com/>)
- Risky Business (Formerly Risk Reduction) 6 hours
- 7 Sales Contracts: Back to Basics 6 hours
- Selling a New Home is Different (Formerly Marketing & Selling New Homes) 6 hours
- 8 Service: It's About What They Want (Formerly Listing & Selling Techniques) 6 hours
- 9 Servicing the Cyberspace Customer (Formerly Technology Applications) 6 hours
- Turning Homeownership into an Investment Strategy (Formerly Residential Investments) 6 hours
- 10 What You Don't Know Can Hurt You (Formerly Law I) 6 hours
- 11 What You Don't Know Can Hurt You II (Formerly Law II) 6 hours
- Why Reinvent the Wheel? (Formerly Career Development) 6 hours (No CE available)

cpd

How to get started

1. [Click here to login and complete the online GRI application](#) and submit the \$60 non-refundable fee here for a faxable PDF GRI application.
2. Begin taking GRI curriculum classes. [Click here to search and register for a course](#). The course tu \$75.00 per full day course. Please make special note of the start times for each class as they will va between Education Centers.
3. All course work must be completed within 3 years of the completion of the first class.
4. Upon successful completion of the curriculum a pin and certificate will be awarded along with information on using the GRI designation in advertising and on business cards. Visit the National Association of REALTORS® website <http://www.realtor.org/griclear.nsf> for information on using the designation in advertising and on business cards.

Special Notes:

While it is not required, it is recommended that students take the Agency and Contracts courses in t following order:

Agency and Disclosure: One is Not Good Without the Other

Listing Contracts: Basic Training

Sales Contracts: Back to Basics

Other Courses that will be accepted toward the Colorado GRI: Note: Completion of any two-day course substitute for one 6-hour GRI course; completed hours will not be the criteria used for accreditation.

CRS: Certified Residential Specialist <http://www.coloradocrs.com/>

200 - Business Planning and Marketing for the Residential Specialist will substitute for GRI Why Reinvent Wheel?

201 - Listing Strategies will substitute for GRI Service: It's About What They Want

202 - Sales Strategies will substitute for GRI Service: It's About What They Want

204 - Creating Wealth through Residential Investments will substitute for GRI Getting the Most Out of th Investment

206 - Technologies to Advance Your Business will substitute for GRI Servicing the Cyberspace Customer.

ABR: Accredited Buyers Representative <http://www.rebac.net/>

2-day Designation Course

This course will substitute for GRI Agency and Disclosure

SRS: Sellers Representative Specialist <http://www.sellerrepresentativespecialist.com/>

Four 3-hour modules

6 hours of this course curriculum will substitute for GRI Service: It's About What They Want

SRES: Seniors Real Estate Specialists <http://www.seniorsrealestate.com/>

2-day Designation Course

This course will substitute for GRI Service: It's About What They Want

e-Pro Certification <http://www.epronar.com/>

This program will substitute for GRI Servicing the Cyberspace Customer.

Questions?

GRI Press Release

Please Contact **CAR Education Services** at 303-790-7099 or 800-944-6550 or cares@coloradorealtors.com
Fax 303-790-7299