



CELEBRATING  
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## **CC&IAOR and MAR to present GRI 101 Feb. 26th & 27th**

February 08, 2008 - Spotlights

The Cape Cod & Islands Association of Realtors in partnership with The Massachusetts Association of Realtors will present GRI 101: Acquiring and Servicing The Listing on February 26th and 27th at 8 a.m. to 5:30 p.m. The GRI 101 is like an undergrad course for Realtors. In the two day session, Realtors will learn how to acquire and service a listing; specifically, how to determine the market value for a home, and how to deliver a top-notch listing presentation. In addition, Realtors will learn how to develop and build their business, through goal-setting, farming, personal promotion and image-building. Tuition is \$225 before February 19th.

Call MAR Education Dept. at 800-725-6271 to sign up or register online at [www.marealtor.com](http://www.marealtor.com) under Calendar.

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