

MISSISSIPPI
REALTOR[®]
INSTITUTE
For the course of your career[™]

The official real estate school of the Mississippi Association of REALTORS[®].

**Your one-stop
education resource for:**

Pre-Licensing

Post-Licensing

Designation Courses

Continuing Education

Home Inspection Pre-Licensing

Computer Technology Training





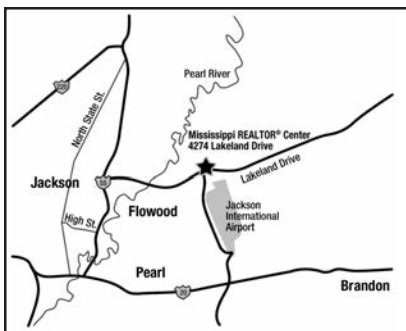
The Mississippi REALTOR® Institute is the official real estate school of the Mississippi Association of REALTORS®, offering Mississippi-specific classroom and online education. Whether you are just starting your real estate career or are a seasoned real estate professional looking for the latest in continuing education for that competitive edge, trust the Mississippi REALTOR® Institute to meet your needs and exceed your expectations.



The Mississippi Association of REALTORS® is the state's largest business trade association, representing more than 6,500 REALTORS® active in all phases of real estate brokerage, development, management and appraisal. To become a member and take advantage of the benefits and services provided by the association, contact us today at 601.932.5241 or msrealtors.org.

Contact us

Mississippi REALTOR® Institute
 4274 Lakeland Drive
 P.O. Box 321000
 Jackson, MS 39232
 Toll free: 1.800.747.1103
 Local: 601.932.9325
 Fax: 601.932.1815
 www.realtorinstitute.org
 Visit the Mississippi REALTOR® Institute at Facebook

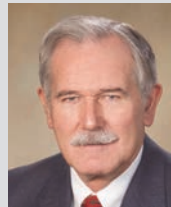


Why choose Us?

- ✓ The Mississippi REALTOR® Institute is the official real estate school of the Mississippi Association of REALTORS®
- ✓ We are the oldest, most experienced real estate education provider in the state with over half a century of experience educating Mississippi's real estate professionals.
- ✓ More Mississippi REALTOR® Institute students pass the state licensing exam than from any other real estate school in the state.
- ✓ Our instructors know today's real estate business because they work in it every day. In addition to teaching our classes, they operate successful real estate practices. Choose to learn from instructors who walk the walk, not just talk the talk.
- ✓ The Mississippi REALTOR® Institute is a division of the Mississippi Association of REALTORS®. Tuition goes to support the services and benefits provided to you as a REALTOR®.

Dedicated to your success

Whether you register for a classroom or online course, count on the Mississippi REALTOR® Institute staff to provide top-quality service and support that is often unmatched by other real estate education providers. Visit our office for one-on-one, personalized course counseling and registration, or call, e-mail or use our live chat online at realtorinstitute.org for knowledgeable, prompt service.

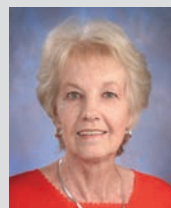


John Phillips

Vice President of Professional Development

Ext. 14

John draws upon his 36 years of experience as a practicing real estate broker in advising and developing the latest education offerings for future and currently practicing real estate professionals.
jphillips@realtorinstitute.org



Brinda Boutwell

Course Manager

Ext. 45

Contact Brinda for any education needs.
bboutwell@realtorinstitute.org

Start your real estate career today



Salesperson Pre-licensing Program

The Mississippi REALTOR® Institute offers day and evening classes at locations across the state plus online education at realtorinstitute.org. Both our classroom and online pre-licensing programs satisfy the educational requirements needed to take the state licensing exam administered by PSI Services, the testing company for the state's real estate licensing body.

Register online at
www.realtorinstitute.org.

Questions?
Call 800-747-1103.

About our classroom courses

- Salesperson Pre-licensing courses are offered in Jackson and Hattiesburg
- Day classes generally run from 9:00 a.m. – 6:00 p.m. over nine days (Mon. – Fri. the first week and Mon. – Thurs. the second week)
- Night classes generally run from 6:00 p.m. – 10:00 p.m. for 17 nights (Mon. – Thurs. each week)
- Curriculum includes 64 hours of college-level study of real estate law, finance, appraisal and principles and Mississippi-specific real estate law and practice.
- Classes are taught by experienced real estate practitioners.
- Students take one exam on the final day of class.
- Mississippi REALTOR® Institute Pre-licensing students receive the added benefit of eight hours of instruction dedicated to preparation for the state licensing exam as part of their pre-licensing education package. (\$125 value if taken separately)
- Tuition: \$595

About our online courses

- Courses are available anytime.
- Set your own schedule and work through the educational material at your convenience at realtorinstitute.org.
- Begin classes immediately after online registration.
- Take up to six months to complete the online course.
- The thirty-one educational unit exams serve as excellent preparation for the state licensing exam.
- Tuition: \$225

State Exam Review

The Mississippi REALTOR® Institute's 8-hour State Exam Review course offers students additional preparation before taking the state salesperson or broker licensing exam. This course is administered in conjunction with the Salesperson Pre-licensing courses as part of the Institute's pre-licensing package. However, students can register for the class independent of the pre-licensing course for \$125.

Tuition: Free with enrollment in the classroom Salesperson Pre-licensing course, \$125 if taken separately.

Ready to begin your real estate career? Start today by contacting Course Manager Brinda Boutwell at 601.932.9325, ext. 45 or bboutwell@realtorinstitute.org.

Got your
license?
Now what?



Rookie Agent Boot Camp (GRI I)

Salesperson Post-licensing requirements

The Rookie Agent Boot Camp course satisfies the salesperson post-licensing requirement that must be met within twelve month after receiving a salesperson's license. The course includes skills training, to learn the practical side of the residential real estate business including prospecting, business building, determining income, marketing, working with buyers and sellers, completing MAR forms and contracts and identifying and avoiding risks. The Mississippi REALTOR Institute offers this course in both classroom and online formats.

Classroom format: In addition to completing this licensure requirement, students enrolling in the classroom format earn their first 30 hours toward the GRI (Graduate, REALTOR® Institute) professional designation. The Mississippi REALTOR® Institute is the only real estate educator in the state that can offer post-licensing students this added benefit. For more information about the GRI designation see page 10.

Tuition: \$295

Online format: The 30-hour, online Salesperson Post-license course can be taken anytime at realtorinstitute.org and meets all post-licensing requirements of the Mississippi Real Estate Commission.

Tuition: \$199

Broker Pre-licensing requirements

To be eligible to take the broker's licensing exam administered by the Mississippi Real Estate Commission, a person must be 21 years of age, a resident of Mississippi, hold an active salesperson's license that has been active for the 12 months prior to making application and show completion of 120 hours of approved real estate education. The hours completed to receive a Salesperson's license count for the first 60 hours of the hours required. Broker candidates are exempt from the one-year active salesperson's license requirement if 150 hours of approved real estate courses were completed through an approved college or university.

Classroom format: Two of the REALTOR® Institute's GRI courses, GRI II and III, satisfy the hours required to take the MREC broker exam. For more information see page 10.

Tuition: \$305 per course

Online format: The 60 hours of broker pre-licensing courses can also be taken online through the REALTOR® Institute's two online courses entitled Broker A and Broker B. Although the online courses satisfy the requirement to take the Broker exam, they are not part of the National Association of REALTORS® GRI designation.

Tuition: \$199 per course

Broker Boot Camp

Broker Post-license Program

The Broker Boot Camp course is for any managing broker seeking new skills to learn and operate a profitable real estate company. Learn all aspects of brokerage management including creating policy and procedures manuals, recruiting, retaining and supervising agents, managing financial accounts and handling tricky transaction situations.

Tuition: \$295

2012 REALTOR® Institute Pre-License schedule



Confirm dates & register on website at www.realtorinstitute.org

Salesperson Pre-License

Jackson	Jan. 23 - Feb. 2
Jackson	Feb. 6 - Mar. 5 (N)
Jackson	Apr. 23 - May 3
Hattiesburg	June 18 - 28
Jackson	August 6 - Sept. 4 (N)
Jackson	Sept. 10 - 20
Jackson	Nov. 19 - 21 & Nov. 26 - Dec. 3 (Off 22 & 23)

GRI I - Rookie Boot Camp (Salesperson Post-License)

Jackson	Feb. 27 - Mar. 1
Jackson	May 7 - 10
Hattiesburg	July 16 - 19
Jackson	Oct. 29 - Nov. 1
Jackson	Dec. 10 - 13

State Exam Review

Jackson	Feb. 1
Jackson	Feb. 29 - Mar. 1 (N)
Jackson	May 2
Hattiesburg	June 27
Jackson	Aug. 29 - 30 (N)
Jackson	Sept. 19
Jackson	Nov. 30

GRI II (Broker A)

Jackson	Mar. 12 - 16
Jackson	June 4 - 8
Jackson	Oct. 1 - 5

GRI III (Broker B)

Jackson	Mar. 26 - 30
Jackson	July 30 - Aug. 3
Jackson	Nov. 26 - Nov. 30

Broker Boot Camp (Broker Post-License)

Jackson	April 2 - 5
Jackson	July 23 - 26
Jackson	Dec. 17 - 20



2012 continuing education classes

Class	Date	Time	Location
Agency, License & Contract Law Concepts, Forms & Disclosures	January 11, 2012	9A-6P	Jackson
Avoiding Risk When Handling Client Data (Tech)	January 12, 2012	9A-11A	Jackson
Sell Yourself and Your Listings With Video (Tech)	January 12, 2012	11A-1P	Jackson
21 Things I Wish My Broker Had Told ME	January 12, 2012	2P-6P	Jackson
REALTOR® Etiquette; Professional Conduct & Courtesy	January 19, 2012	9A-1P	Laurel
Successful Seller Prospecting	March 20, 2012	9A-11A	Laurel
Pricing Properties to Sell	March 20, 2012	11A-1P	Laurel
Real Estate Marketing That Works	March 20, 2012	2P-4P	Laurel
Seller Agency: From Contract to Closing	March 20, 2012	4P-6P	Laurel
Agency, License & Contract Law Concepts, Forms & Disclosures	March 21, 2012	9A-6P	Jackson
Avoiding Antitrust: Real Estate Risk Management	March 22, 2012	9A-1P	Jackson
Basic Computing (Tech)	March 22, 2012	2P-6P	Jackson
Effective Buyer Prospecting	April 19, 2012	9A-11A	Laurel
Successful Buyer Representation	April 19, 2012	11A-1P	Laurel
Buyer Agency: From Showing to Contract	April 19, 2012	2P-4P	Laurel
Buyer Agency: From Contract to Closing	April 19, 2012	4P-6P	Laurel
Agency, License & Contract Law Concepts, Forms & Disclosures	May 22, 2012	9A-6P	Jackson
Successful Seller Prospecting	May 23, 2012	9A-11A	Jackson
Pricing Properties to Sell	May 23, 2012	11A-1P	Jackson
Real Estate Marketing That Works	May 23, 2012	2P-4P	Jackson
Seller Agency: From Contract to Closing	May 23, 2012	4P-6P	Jackson
Quadrennial Code of Ethics	June 21, 2012	9A-1P	Laurel
Agency, License & Contract Law Concepts, Forms & Disclosures	July 11, 2012	9A-6P	Jackson
Effective Buyer prospecting	July 12, 2012	9A-11A	Jackson
Successful Buyer Representation	July 12, 2012	11A-1P	Jackson
Buyer Agency: From Showing to Contract	July 12, 2012	2P-4P	Jackson
Buyer Agency: From Contract to Closing	July 12, 2012	4P-6P	Jackson
Agency, License & Contract Law Concepts, Forms & Disclosures	September 18, 2012	9A-6P	Jackson
Property Management for the Residential Agent	September 19, 2012	9A-1P	Jackson
Social Media Do's & Don'ts	September 19, 2012	2P-6P	Jackson
Agency, License & Contract Law Concepts, Forms & Disclosures	December 5, 2012	9A-6P	Jackson
Quadrennial Code of Ethics	December 6, 2012	9A-1P	Jackson
REALTOR® Etiquette; Professional Conduct & Courtesy	December 6, 2012	2P-6P	Jackson




2012 ROAD SHOWS

MAR will be on the road again bringing high value, low cost CE to your doorstep

Coming Soon:

Look for dates and locations at www.msrealtors.org



You can learn real estate here or there.

You can learn real estate anywhere.

You can learn it in your house.

You can learn it with your mouse.

No time to take courses in a class?

No money to pay for expensive gas?

Try one, try one the online way.

**Go to
realtorinstitute.org
today!**

Online Education offerings at the REALTOR® Institute

These courses are available anytime with the click of the mouse at www.realtorinstitute.org.

The Mississippi REALTOR® Institute offers a wide variety of online education courses that can be taken here, there or anywhere! Go to realtorinstitute.org to learn more and register. Efficient and cost effective.

Pre-license & Post-license Courses

- Salesperson Pre-license: Mississippi Real Estate Principles
- Salesperson Post-license course
- Broker Pre-license: Broker A
- Broker Pre-license: Broker B
- Home Inspector Licensing course

Real Estate CE

- Required License Law & Contract Law
- Required Agency Law
- Buyer Representation in Real Estate
- Environmental Issues in Your Real Estate Practice
- Ethics in Today's Real Estate
- Fair Housing
- Foreclosures, Short Sales, REOs & Auctions
- Introduction to Commercial Real Estate
- Investment Property Practice & Management
- Property Management & Managing Risk
- Real Estate & Taxes
- Real Estate Finance & Tax Issues
- Real Estate Finance Today
- Red Flags: Property Inspection Guide
- Risk Management
- Understanding Credit & Improving Credit Scores

Appraisal CE

- Environmental Issues in Your Real Estate Practice
- Property Management & Managing Risk
- Real Estate Finance Today
- Red Flags: Property Inspection Guide

MISSISSIPPI
REALTOR®
INSTITUTE
For the course of your career™

www.realtorinstitute.org

Continuing Education



What's hot today

Make the Mississippi REALTOR® Institute your number one source for continuing education to keep you ahead of the curve on what clients want in today's real estate markets. We regularly update our courses to bring you the timeliest information regarding not only business today, but what's on the horizon. Visit www.realtorinstitute.org for the most up-to-date list of courses.

Social Media: Do's & Don'ts –

- Understanding the business value of social networking sites like Facebook, Craigslist, YouTube, Twitter and LinkedIn.
- Knowing social networking etiquette, including privacy and risk management tips
- Gaining practical advice on social networking as a marketing, money-making tool
- Advice on using your online time efficiently to build networks, generate leads, create viral marketing without devoting all of your time to it.
- Using video storage and viewing sites, like YouTube and UStream, to inform, interact, and instruct prospective clients and returning customers.
- Utilizing RSS feeds to aggregate and keep track of large amounts of information. **Three hours of elective CE.**

Quadrennial Code of Ethics – Since the REALTOR® Code of Ethics, its Standards of Practice and its enforcement procedures are subject to change on an annual basis, the National Association of REALTORS® require that ALL REALTORS® complete a specific comprehensive update course entitled Quadrennial Code of Ethics training once every four years. The third four-year cycle ends December 31, 2012 and REALTORS® not completing the required Quadrennial Ethics course will risk losing their REALTOR® status. Come and be reminded of all the standards you've agreed to uphold as REALTORS®. **A required course of the National Association of REALTORS®, but can also be used as elective CE.**

Property Management for the Residential Agent – Mississippi License Law states in 73-35-3 (1): *All persons who for a fee, commission or other valuable consideration, or with the intention of receiving same list, sell, purchase, exchange, rent, lease, manage, or auction any real estate.* This course gives guidance to residential agents in what they need to know to increase their revenue and stay out of trouble. Course includes an introduction to property management, residential landlord & tenant act, and the ins and outs of property management operations. **Four hours of elective CE.**

Visit www.realtorinstitute.org or call Brinda Boutwell at 601.932.5325 for more information or to register.

We deliver

Our CE Course Delivery program means we bring our classes to you. This program allows local boards of REALTORS® to request to have a particular course taught at their location by REALTOR® Institute instructors. A minimum of 15 students is required per class. Call a course advisor today to schedule your next special delivery.

Call today 1-800-747-1103



Ready to learn more?

Take your business to the next level with professional designations

In addition to increasing professionalism and industry expertise, earning professional designations increase your income. According to a 2009 survey by the National Association of REALTORS®, real estate professionals with professional designations earn more than those without designations.



GRI (Graduate, REALTOR® Institute)

is a national designation accredited by the National Association of REALTORS®. The 90-hour GRI program includes specific learning objectives for the residential practitioner in the areas of sales and marketing, legal and regulatory, technology and professional standards. The GRI designation behind a REALTORS® name tells consumers the REALTOR® has completed training beyond the minimum to better serve their needs in buying and selling real estate.

The Mississippi REALTOR® Institute is the only source for GRI education in the state.

Earn the GRI designation by completing the following courses:

Rookie Agent Boot Camp GRI I (Salesperson Post-License): The course includes skills training to learn the practical side of the residential real estate business including prospecting, business building, determining income, marketing, working with buyers and sellers, completing MAR forms and contracts and identifying and avoiding risks.

Tuition: \$295

GRI II-Broker A: Satisfies 30 hours toward Broker Pre-licensing and includes the Quadrennial Code of Ethics training required of all REALTORS® every four years. Topics include Real Estate Technology, REALTOR® Code of Ethics, Contract Minefields, Real Estate Finance and Brokerage Management.

Tuition: \$305

GRI III-Broker B: Satisfies 30 hours toward Broker Pre-licensing. Topics include Understanding Investments, Buyer Representation, Agency, Fair Housing, Anti-trust, Misrepresentation, and Property Management.

Tuition: \$305

Alternate routes to GRI designation: The GRI curriculum described above applies to most REALTORS® pursuing a GRI designation. However, alternate routes may be available. Contact Course Manager Brinda Boutwell at 601.932.9325, ext. 45 or bboutwell@realtorinstitute.org to learn more.





The ABR Designation: For Real Estate Buyer Agents

The ABR designation course is the benchmark of excellence in buyer representation. This coveted designation is awarded by the Real Estate BUYER'S AGENT Council (REBAC), an affiliate of the National Association of REALTORS®, to practitioners who meet the educational and practical experience criteria. Students will leave the course with the skills necessary to handle dozens of real-life problematic representation situations while learning how to keep buyer clients for life.

Criteria for earning the ABR designation:

1. Completing the two-day ABR course and scoring a minimum of 80% on the final exam.
2. Completing one of a variety of REBAC elective courses. Log onto www.rebac.org for the approved elective courses.
3. Documentation of five (5) completed transactions in which you acted as a buyer's agent.
4. Be a member in good standing of the REBAC council and the National Association of REALTORS®.

The SRS Designation: For Real Estate Seller Agents

The Seller Representative Specialist (SRS) is the premiere seller agency designation, conferred by the Seller Representative Specialist Council (not affiliated with the National Association of REALTORS®), recognizing real estate professionals who have completed special education in seller representation. Completion of the two-day classroom course earns you the designation.

For more information about ABR and SRS professional designation education, contact Course Manager Brinda Boutwell at bboutwell@realtorinstitute.org or call 601.932.9325.



REGISTRATION POLICIES

Please read BEFORE registering for ANY course:

Register in Advance

Advance registration is required for all courses and materials are ordered based on the number of paid registrations received on the deadline date. There is no guarantee that walk-in students will be admitted to a course.

Course Materials

Students who register prior to 7 calendar days before start date will be mailed the Modern Real Estate Practice text book. Reading ahead in the book before class is advisable. Students who cancel after receiving the text book will have the cost of the text (\$41.00) deducted from their refund if a refund is due. See REFUND policies below.

Course Confirmations

A course confirmation will be sent via e-mail automatically upon receipt of a paid online registration. Read the confirmation letter carefully for important information about course locations, times and driving directions.

Cancellations/Refunds

Cancellation requests MUST be submitted in writing a minimum of 5 business days before the start of the course in order to receive a refund. A \$25 processing fee will apply to any refund request. A \$100 transfer fee will apply for transfers from online courses to a classroom courses, plus any additional course registration fee.

Checks

If a check is returned due to insufficient funds, a \$50 fee will be assessed and course certificates of completion, if any, will be held until funds are received.

Missed Hours

Any missed hours must be approved by the Mississippi REALTOR® Institute staff in Jackson who will determine whether the time must be made up before a certificate of completion will be issued.

Final Exams

All final exams are administered on the last day of classroom pre-licensing and GRI designation courses. No exams are

required at the end of post-licensing courses. If a student fails a Mississippi REALTOR® Institute exam the student may take the exam a second time at no charge. Failing a test twice requires repeating the course at a 50 percent discount.

Online Courses

Online courses are mastery based and have required exams at the end of each unit. Once the course is complete, no final exam is required to earn a certificate of completion. The courses are recommended for individuals who are proficient in Windows-based computer programs and who have internet and printer access. For more information about online policies and procedures, visit www.realtorinstitute.org.

Special Assistance

In compliance with the ADA, the REALTOR® Institute will make all reasonable efforts to accommodate persons with disabilities at its courses. Please contact the Mississippi REALTOR® Institute if you have any special needs.

Our Jackson facility has wireless internet access and students' laptop computers are welcome.



Mississippi REALTOR® Institute
 P.O. Box 321000, Jackson, MS 39232-1000

COURSE REGISTRATION & LEARNING TOOLS ORDER FORM

Name: _____
 Address: _____
 City: _____ State: _____ Zip: _____
 Day Telephone: _____
 Fax: _____
 E-mail: _____
 Real Estate License Number (if applicable): _____
 Appraisal License Number (if applicable): _____

PRODUCT/SERVICE:

- | | |
|--|-------------------------------|
| <input type="checkbox"/> Modern Real Estate Practice text, 17th edition | Cost: \$37 plus \$4 shipping |
| <input type="checkbox"/> Modern Real Estate Practice , Audio CD-ROM | Cost: \$40 plus \$2 shipping |
| <input type="checkbox"/> Modern Real Estate Practice , Real Estate Study Guide CD-ROM | Cost: \$40 plus \$2 shipping |
| <input type="checkbox"/> Modern Real Estate Practice Flash Cards , 17th edition | Cost: \$35 plus \$5 shipping |
| <input type="checkbox"/> 21 Things I Wish My Broker Had Told Me
Practical Advice for New Real Estate Professionals | Cost: \$18, plus \$4 shipping |
| <input type="checkbox"/> PSI Guide to Passing the Real Estate Exam , CD-ROM | Cost: \$40 plus \$2 shipping |
| <input type="checkbox"/> PSI Guide to Passing the Real Estate Exam , Booklet | Cost: \$30 plus \$2 shipping |

***Register for classes any
time at msrealtors.org.***

COURSES/FEEES:

CLASSROOM COURSE	FEE
___ Salesperson Pre-License Program	\$ 595
___ Rookie Agent Boot Camp (GRI I)	\$ 295
___ GRI II	\$ 305
___ GRI III	\$ 305
___ Broker Boot Camp	\$ 295
___ Continuing Education Course: _____ Cost: _____	
___ State Exam Review (8-hour course)	\$125

PAYMENT:

Please note: NO order will be processed without full payment.

TOTAL Fee: \$ _____

Charge my: _____ VISA _____ MC _____ American Express _____ Discover

Card number: _____

Exp. Date: _____

Signature (required): _____

___ I have enclosed a check made payable to the Mississippi REALTOR® Institute.

Please indicate the following:

COURSE LOCATION (required): _____

COURSE DATE (required): _____