

2016-17

GRI DESIGNATION Requirements



The GRI Designation is divided into 4 categories (All classes also qualify for MN CE):

- I. Sales Process
- II. Legal & Regulatory
- III. Technology
- IV. Professional Standards

Our currently approved GRI Accreditation program includes 15 required courses, PLUS an additional 5 elective courses to be completed within a five year time period. Certain pre-approved courses offered from time-to-time which qualify towards the CRS designation may also satisfy selected GRI class requirements. Contact mgleasonbest@mnrealtor.com for more information.

One (1) course from all 15 rows is required.

SECTION I. Sales Process

1. Essential Real Estate Marketing Guide
2. A Guide to Navigating Real Estate Transactions
3. Proper Pricing & Secrets of the CMA* or Psychology of Pricing & Secrets of the CMA (online title) or The Art of Pricing and Secrets of the CMA (online title)
4. Buyer Counseling: Feels Like the First Time Everytime or Buyer Counseling: A Planned Approach
5. Counseling Sellers: Fundamentals of Sellers and Listings* or Counseling Sellers: From Listing to Closing or Seller Counseling: From Listing to Closing
6. Negotiating with Confidence and Power or Negotiating with Confidence and Power: Fundamentals
7. How Much Home Can You Really Afford?
8. The Role of Diversity Marketing in Your Real Estate Practice or At Home With Diversity

SECTION II. Legal & Regulatory

9. Risk Management Course or 2013-14 MN Required Module: Risk Management
10. Resolving Transaction Disputes
11. 2015-16 MN Required Module: Agency, Fair Housing, & Legal Update
12. Either DOC-required module: 2016-17 Residential Contracts or 2012-13 Contracts

SECTION III. Technology

13. Business & Communications Technology

SECTION IV. Professional Standards

14. Code of Ethics Case Studies II or REALTOR Code of Ethics Case Studies
15. Professional Standards & Best Practices

REQUIRED COURSES

All classes are approved by the Minnesota Commissioner of Commerce for 3.0 hours of real estate continuing education unless otherwise shown. Classes indicated with * are pending CE approval as of 8/26/16.

AND
Choose Five (5) Electives from the following list for completion.

- | |
|---|
| <input type="checkbox"/> New Home Construction Sales 101 (classroom) |
| <input type="checkbox"/> Home Inspection Basics |
| <input type="checkbox"/> Mortgage Products 101 |
| <input type="checkbox"/> History of the American Home: Part 1 |
| <input type="checkbox"/> History of the American Home: Part 2 |
| <input type="checkbox"/> Indoor Air Quality: Risks and Remedies |
| <input type="checkbox"/> Rehab for Resale |
| <input type="checkbox"/> Service Dogs ADA and the Fair Housing Act |
| <input type="checkbox"/> Mortgage Fraud Finds New Paths in Real Estate |
| <input type="checkbox"/> Green Remodeling: Sustainable Ways to Renovate Homes |
| <input type="checkbox"/> Inside the Federal Reserve |
| <input type="checkbox"/> Mortgage Fraud Finds New Paths in Real Estate |
| <input type="checkbox"/> Negotiating with Confidence and Power: Advanced |

ELECTIVES (3 hrs GRI credit each)

Earn MN CE while earning GRI credits. Take up to 5 years to complete any combination of live classes with the MN REALTORS® and on-line classes with ContinuingEdExpress.com that are approved towards the Designation. Most DOC-required modules can be applied.

Further information is at www.mnrealtor.com/professionalism-education

- For GRI curriculum information, choose "Designations" in the top menu.
- For a schedule of classes, choose "MNAR Classes," then use the "GRI Course" tag.
- For online classes, go to www.mnrealtor.com/professionalism-education and choose online education.

Or contact Mary Gleason Best at mgleasonbest@mnrealtor.com or Katie Kuhn at kkuhn@mnrealtor.com.

The GRI designation is the only NAR designation with state-specific content and the only one which does not have a yearly fee attached. You pay a one-time \$20 application fee upon completion of your courses and you hold the designation for life.



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