

# 2018-19

# 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 15 hours of elective courses to be completed within a five year time period.

**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? (OR online course: Mortgage Products 101)
8.  The Role of Diversity Marketing in Your Real Estate Practice or At Home With Diversity

## SECTION II. Legal & Regulatory

9.  Risk Management Course, Managing Risk in Real Estate Practice (online title), or 2013-14 or 2018-19 MN Required Module: Risk Management
10.  Resolving Transaction Disputes
11.  2015-16 or 2017-18 MN Required Modules which include Agency & Fair Housing
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 or REALTOR® Code of Ethics: Duties to Clients and Customers (online title)
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.

**AND**

**Choose 15 hours of Electives (3 hrs GRI credit each)**

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

ELECTIVES

**NEW:** Now you have the additional option to customize your GRI with in-depth electives using NAR Certification courses, (credit hours vary):

• At Home With Diversity (AHWD)	• Military Relocation Professional (MRP)
• Broker Price Opinion Resource (BPOR)	• Pricing Strategy Advisor (PSA)
• Certified Real Estate Team Specialist (CRETS)	• Resort & Second-Home Property Specialist (RSPS)
• e-PRO	

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.

Find classroom offerings on the education calendar at: [www.mnrealtor.com](http://www.mnrealtor.com), using the “GRI Course” tag.

Find online classes under “Education” at [www.mnrealtor.com](http://www.mnrealtor.com).

For NAR Certification courses: [www.nar.realtor/designations-and-certifications](http://www.nar.realtor/designations-and-certifications).

Further information on the GRI Designation is at [www.mnrealtor.com/education/designations](http://www.mnrealtor.com/education/designations) or contact Katie Kuhn at [kkuhn@mnrealtor.com](mailto: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 \$25 application fee upon completion of your courses and you hold the designation for life.

ContinuingEdExpress  
com

