

2021 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 or Negotiating to WIN
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 or Diversity in Housing

SECTION II. Legal & Regulatory

9. ☐ Risk Management for Brokers, or Risk Management for Agents, or Managing Risk in Real Estate Practice (online title), or 2018-19 MN Required Module: Risk Management
10. ☐ Resolving Transaction Disputes
11. ☐ 2015-16, 2017-18, 2019-20, or 2021-2022 MN Required Modules which include Agency & Fair Housing
12. ☐ DOC-required module: 2016-17 Residential Contracts

SECTION III. Technology

13. ☐ Business & Communications Technology or Technology for Business and Communications

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) or REALTOR® Code of Ethics: 2021 Update
15. ☐ Professional Standards & Best Practices

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 or Advanced Generational Negotiations (classroom)
<input type="checkbox"/> Indoor Air Quality: Risks and Remedies	<input type="checkbox"/> Smart Home; Smart You (classroom)
<input type="checkbox"/> Rehab for Resale	<input type="checkbox"/> M³ — Millennials, Marketing, and Money

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, using the “GRI Course” tag.
 Find online classes under “Education” at www.mnrealtor.com.

For NAR Certification courses: www.nar.realtor/designations-and-certifications.

More information on the GRI Designation is at www.mnrealtor.com/gri
 or contact Laurie Ganz at lganz@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.

Your Name: _____



NATIONAL
ASSOCIATION of
REALTORS®
Official Designation



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REALTOR®
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