

# 2018 | GRI DESIGNATION *Requirements*



Indiana's GRI program requires **72 hours** taken from the **six core competencies** within **five years** of completing the first course. Required hours includes **41 mandatory** and your choice of **31 electives**.

Contact [tricia@recp.org](mailto:tricia@recp.org) for more information. Apply online at <http://bit.ly/GRI-Application>

## As of January 1, 2015 the GRI Designation is divided into 6 core competencies:

1. Market Knowledge
2. Business Skills
3. Systems & Tools
4. Avoiding setbacks, fines and lawsuits
5. Running Your Business
6. Professional Development Courses

### Section 1

#### Market Knowledge, *Choose 14 Mandatory Hours*

- |   |                               |
|---|-------------------------------|
| 1. <input type="checkbox"/> Anatomy of an Appraisal                         | 3-M Live/OnDemand at RECP.org |
| 2. <input type="checkbox"/> What's It Worth? Pricing In A Changing Market   | 4-M Live/OnDemand at RECP.org |
| 3. <input type="checkbox"/> CRS 205 – Taxes and Financing                   | 16-M Live                     |
| 4. <input type="checkbox"/> Green Building Trends                           | 2-M Live/OnDemand at RECP.org |
| 5. <input type="checkbox"/> Ten Do's and Don'ts For Working With Appraisers | 3-M Live/OnDemand at RECP.org |

### Section 2

#### Business Skills, *Choose 6 Mandatory Hours Plus 12 Elective Hours*

- |   |   |
|---|---|
| 6. <input type="checkbox"/> Negotiations: Factors Affecting the Negotiation Process | 2-M Live/OnDemand at RECP.org               |
| 7. <input type="checkbox"/> Building Blocks of Purchase Agreements                  | 3-M Live/OnDemand at RECP.org               |
| 8. <input type="checkbox"/> Property Management Workshop                            | 6-M Live March 7, 2018/OnDemand at RECP.org |
| 9. <input type="checkbox"/> ABR   | 12-E TBD                                    |
| 10. <input type="checkbox"/> SRES   | 12-E Live/Online                            |
| 11. <input type="checkbox"/> CRS 200  | 12-E Live/Online                            |
| 12. <input type="checkbox"/> SRS  | 12-E Live March 8-9, 2018/Online            |

### Section 3

#### Systems and Tools, *Choose 8 Elective Hours*

- |   |                               |
|---|-------------------------------|
| 13. <input type="checkbox"/> e-Pro  | 8-E Live/Online               |
| 14. <input type="checkbox"/> Data Security and Tech Risk Management for Consumers and REALTORS® | 3-E Live/OnDemand at RECP.org |
| 15. <input type="checkbox"/> REALTORS Property Resource® (RPR®)                                 | 2-E Live/Online               |
| 16. <input type="checkbox"/> Cyber Safety & Tech Risk Management                                | 3-E Live/OnDemand at RECP.org |

## Section 4

### Avoiding Setbacks, Fines, and Lawsuits, *Choose 17 Mandatory Hours*

17. <input type="checkbox"/> Professional Standards Training via IAR	6-M	Live Only
18. <input type="checkbox"/> REALTOR® Code of Ethics in the Social Media World	3-M	Live/OnDemand at RECP.org
19. <input type="checkbox"/> Indiana License Law	4-M	Live/OnDemand at RECP.org
20. <input type="checkbox"/> Advertising Issues in the New Media	2-M	Live/OnDemand at RECP.org
21. <input type="checkbox"/> Fair Housing	2-M	Live/OnDemand at RECP.org
22. <input type="checkbox"/> Sherman, Clayton and Foley: Three Names You Need To Know	2-M	Live/OnDemand at RECP.org
23. <input type="checkbox"/> Risk Management: What You Say And Do Will Be Used Against You!	4-M	Live/OnDemand at RECP.org
24. <input type="checkbox"/> Where Fair Housing Meets the Code of Ethics	3-M	Live/OnDemand at RECP.org
25. <input type="checkbox"/> Violation Station	4-M	Live/OnDemand at RECP.org
26. <input type="checkbox"/> Cracking the Code	3-M	Live/OnDemand at RECP.org
27. <input type="checkbox"/> Myths & Facts on Dams, Floods & Protection	2-M	Live/OnDemand at RECP.org

## Section 5

### Running Your Business, *Choose 7 Elective Hours*

28. <input type="checkbox"/> At Home With Diversity	7-E	Live/Online
29. <input type="checkbox"/> Safety Matters	3-E	Live/Online
30. <input type="checkbox"/> Contracts & Forms: What Are You Afraid To Ask?	4-E	Live/OnDemand at RECP.org

## Section 6

### Professional Development Courses, *Choose 8 Elective Hours*

31. <input type="checkbox"/> CRS 111	8-E	Live/Online
32. <input type="checkbox"/> SFR	8-E	Live/Online
33. <input type="checkbox"/> BPOR	8-E	Live/Online
34. <input type="checkbox"/> Green	8-E	Live/Online
35. <input type="checkbox"/> Military Relocation Professional	8-E	Live/Online

You can earn both continuing education credits and GRI credits by completing GRI approved live classes offered by the Indiana Association of REALTORS®/RECP. See live classes at [www.recp.org](http://www.recp.org) under “Designation Classes.”

You may take any combination of live classes and online courses to earn your GRI designation!

Ready to get started? Apply online at <http://bit.ly/GRI-Application>

*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 \$50 application fee and you hold the designation for life.*

