

# 2019 | 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-App>

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

## Section 1

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

- |   |   |
|---|---|
| 1. <input type="checkbox"/> Anatomy of an Appraisal                         | 3-M Live or OnDemand at RECP.org            |
| 2. <input type="checkbox"/> What's It Worth? Pricing In A Changing Market   | 4-M Live or 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 or OnDemand at RECP.org            |
| 5. <input type="checkbox"/> Ten Do's and Don'ts For Working With Appraisers | 3-M Live or OnDemand at RECP.org            |
| 6. <input type="checkbox"/> Bricks & Mortar: How It All Works               | 3-M Live or Online                          |
| 7. <input type="checkbox"/> Pricing Strategies: Mastering the CMA           | 6-M Live Sept. 27 in Indianapolis or online |

## Section 2

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

- |   |                                  |
|---|----------------------------------|
| 1. <input type="checkbox"/> Negotiations: Factors Affecting the Negotiation Process | 2-M Live or OnDemand at RECP.org |
| 2. <input type="checkbox"/> Building Blocks of Purchase Agreements                  | 3-M Live or OnDemand at RECP.org |
| 3. <input type="checkbox"/> Property Management Workshop                            | 6-M Live or OnDemand at RECP.org |
| 4. <input type="checkbox"/> ABR   | 12-E Live or Online              |
| 5. <input type="checkbox"/> SRES  | 12-E Live or Online              |
| 6. <input type="checkbox"/> CRS 200   | 12-E Live or Online              |
| 7. <input type="checkbox"/> SRS   | 12-E Live or Online              |

## Section 3

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

- |  |                                  |
|--|----------------------------------|
| 1. <input type="checkbox"/> e-Pro  | 8-E Live or Online               |
| 2. <input type="checkbox"/> Data Security and Tech Risk Management for Consumers and REALTORS® | 3-E Live or OnDemand at RECP.org |
| 3. <input type="checkbox"/> REALTORS Property Resource® (RPR®)                                 | 2-E Live or Online               |
| 4. <input type="checkbox"/> Cyber Safety & Tech Risk Management                                | 3-E Live or OnDemand at RECP.org |
| 5. <input type="checkbox"/> Working with Today's Hyper Connected Consumer                      | 3-E Live or Online               |

## Section 4

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

1. <input type="checkbox"/> Professional Standards Training via IAR	6-M	Live Only
2. <input type="checkbox"/> REALTOR® Code of Ethics in the Social Media World	3-M	Live or OnDemand at RECP.org
3. <input type="checkbox"/> License Law	4-M	Live or OnDemand at RECP.org
4. <input type="checkbox"/> Advertising Issues in the New Media	2-M	Live or OnDemand at RECP.org
5. <input type="checkbox"/> Fair Housing	2-M	Live or OnDemand at RECP.org
6. <input type="checkbox"/> Sherman, Clayton and Foley: Three Names You Need To Know	2-M	Live or OnDemand at RECP.org
7. <input type="checkbox"/> Risk Management: What You Say And Do Will Be Used Against You!	4-M	Live or OnDemand at RECP.org
8. <input type="checkbox"/> Where Fair Housing Meets the Code of Ethics	3-M	Live or OnDemand at RECP.org
9. <input type="checkbox"/> Violation Station	4-M	Live or OnDemand at RECP.org
10. <input type="checkbox"/> Cracking the Code	3-M	Live or OnDemand at RECP.org
11. <input type="checkbox"/> Myths & Facts on Dams, Floods & Protection	2-M	Live or OnDemand at RECP.org
12. <input type="checkbox"/> ADA, Animals & Rights, Oh My!	3-M	Live or Online

## Section 5

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

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

## Section 6

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

1. <input type="checkbox"/> CRS 111	8-E	Live or Online
2. <input type="checkbox"/> SFR	8-E	Live or Online
3. <input type="checkbox"/> BPOR	8-E	Live or Online
4. <input type="checkbox"/> Green	8-E	Live or Online
5. <input type="checkbox"/> Military Relocation Professional	8-E	Live or Online
6. <input type="checkbox"/> Professionalism Matters	2-E	Live

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 <http://bit.ly/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-App>

*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.*

