



Indiana Graduate, REALTOR® Institute

Start (or finish) this designation at our August event as we unveil our refreshed Indiana GRI Program.

August 7 – 8, 2023

9am to 4 pm ET (1 hour for lunch each day)

Indiana WESLEYAN University

3777 Priority Way South Drive, Indianapolis, IN 46240

Discounted Hotel Room Block available at:

SpringHill Suites at Keystone | 9450 Counselors Row, Indianapolis, IN 46240

In today's competitive business environment, it often takes more than just motivation and initiative to succeed. Earning the **Graduate, REALTOR® Institute (GRI)** designation is a way to **stand out to prospective home buyers and sellers** as a REALTOR® who has gained in-depth knowledge on technical subjects and real estate fundamentals.

The GRI curriculum represents the minimum common knowledge for progressive real estate professionals as defined by the Professional Development Committee of the NATIONAL ASSOCIATION OF REALTORS®.

GRI Candidates must complete the designation within five (5) years of starting the program.

Learn more about the Indiana GRI requirements under the Designations tab at [RECP.org](https://www.recp.org).

You can also request more information at Tparrott@indianarealtors.com

Don't know if you want to start GRI, that's okay. Anyone can attend, and if you decide to become a GRI Candidate, any courses you take within one year of applying for GRI will count.

***Bonus* GRI Reception the evening of Monday, August 7**

ATTEND BOTH DAYS AND SAVE \$48

Discounted two-day total = \$350; Individual class = \$199

**Scan or click the QR Code to register
for this Next-Level GRI Event**



Class options and descriptions are on back

Monday, August 7, 2023, 9am to 4pm

CHOOSE 1 COURSE

GRI 200 Level

Mastering Real Estate Brokerages: The Path to Success

(Mandatory GRI Course) \$199; 6 GRI Credits and 3 CE Credits

Are you ready to embark on an exhilarating journey that will catapult your real estate career to new heights? Look no further! This mandatory GRI course will equip you with the skills, knowledge, and expertise to advance your career. Whether you're a seasoned agent seeking to level up your skills or a fresh broker to make your mark in the industry, this course will set you on the path to unparalleled success.

Instructor, Paul Wyman

– OR –

GRI 300 Level

Cyber Security & Tech Risk Management

\$199; 6 GRI Credits and 6 CE Credits

As part of your professional duties as a REALTOR®, you are charged with collecting and storing vital information for your customers/clients/consumers. You are also encouraged to use many technology tools and online resources that expose you and your clients to the risk of viruses, malware, social engineering, identity theft, and more. Many laws, policies, and general etiquette items must be addressed. This session is intended to help today's REALTOR® steer themselves and their clients through the perilous legal, online, and social media world, plus personal and computer safety tips. **Instructor, Craig Grant**

Tuesday, August 8, 2023, 9am to 4pm

GRI 300 Level

Your Consumer, AI & the Technology Tools to Serve Them

\$199; 6 GRI Credits and 3 CE Credits

Technology has profoundly impacted the real estate industry, revolutionizing various aspects of buying, selling, and management processes. With today's consumers having access to more information and tools, their needs and expectations have evolved, and they are demanding more knowledge and service from their REALTOR® than ever before.

A licensee must learn about and be comfortable using the latest technologies that will help them properly reach, service & communicate with their potential, current, and past customers most efficiently anywhere in the world and stand out from the competition.

The advent of artificial intelligence (AI) gives new opportunities to enhance the customer's experience in a real estate transaction. In this course, we delve into the intersection of real estate and AI, exploring how AI can be leveraged to improve decision-making, better services, and create a more personalized experience for the customer in an ethical and legally compliant manner.

It is not the intention of this course to make participants into technology experts; to make them aware of important resources and develop a better understanding of the tools, rules, regulations, etc., and how to leverage the advantages of using technology to assist their customer in the buying, selling or renting process. **Instructor, Craig Grant**