



# Graduate, REALTOR Institute

## WHAT IS THE GRI?

The Graduate REALTOR® Institute, (GRI), is a nationally recognized designation. The designation sets the standards for real estate professionalism, knowledge and productivity, by providing sound training in the critical skills of the real estate business. The GRI designation signifies a dedicated and knowledgeable professional within the industry.

The GRI designation is granted through state associations whose Institute courses of study meet the standards established by the National Association of REALTORS®. Colorado's GRI ranks as one of the country's top Institute programs and cutting edge in technology with the full curriculum available on-line.

Each GRI candidate is required to complete 90 hours of course work. Students will also have the opportunity to build their own course of study by choosing their elective credits. The Ethical and Professional Practices of REALTORS® is the only course required under the Colorado GRI program.

## WHO SHOULD EARN THE GRI?

Agents, brokers, office managers, and new REALTORS® all benefit from the up-to-date information offered by the REALTOR® Institute of Colorado. Additionally, GRI courses offer state and nationwide networking opportunities. The program provides a strong foundation for other national and state designations.

## WHY EARN THE GRI?

The GRI broadens your career horizons.  
Statewide GRI courses introduce you to colleagues for referrals and networking.  
The GRI ranks you among the top performers.  
The GRI advances your professional image with the public and with other real estate agents.

## HOW TO GET STARTED

1. Visit [www.CAREdServices.com](http://www.CAREdServices.com) login and complete the online GRI application and pay the fee. Or, you may complete the GRI application found within this catalog and submit a non-refundable processing fee.
2. Begin taking GRI curriculum classes. Students can register for classes online at [www.CAREdServices.com](http://www.CAREdServices.com). The course tuition is \$75.00 per full day course. Please make special note of the start times for each class as they will vary between Education Centers.
3. All course work must be completed within 3 years of the completion of the first class.
4. Upon successful completion of the curriculum a pin and certificate will be awarded along with information on using the GRI designation in advertising and on business cards. Visit the National Association of REALTORS® website <http://www.realtor.org/griclear.nsf> for information on using the GRI designation in advertising and on business cards.



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## **SPECIAL NOTES:**

While it is not required, it is recommended that students take the Agency and Contracts courses in the following order:

Agency and Disclosure: One is Not Good Without the Other

Listing Contracts: Basis Training

Sales Contracts: Back to Basics

Other Courses that will be accepted toward the Colorado GRI: Note: Completion of any two-day courses will substitute for one 6-hour GRI course; completed hours will not be the criteria used for accreditation.

## **CRS: CERTIFIED RESIDENTIAL SPECIALIST**

200 – Business Planning and Marketing for the Residential Specialist will substitute for GRI Why Reinvent the Wheel?

201 – Listing Strategies will substitute for GRI Services: It's About What They Want

202 – Sales Strategies will substitute for GRI Service: It's About What They Want

204 – Creating Wealth through Residential Investments will substitute for GRI Getting the Most Out of the Investment

206 – Technologies to Advance Your Business will substitute for GRI Servicing the Cyberspace Customer

## **ABR: ACCREDITED BUYERS REPRESENTATIVE**

2-day Designation Course

This course will substitute for GRI Agency and Disclosure: One's Not Good Without the Other

## **SRES: SENIORS REAL ESTATE SPECIALISTS**

2-day Designation Course

This course will substitute for GRI Service: It's About What They Want