

REALTOR® Institute of Virginia As of 1/1/2012



GRI is a professional designation, which stands for Graduate, REALTOR® Institute. GRI is recognized nationwide as the standard for real estate professionalism and knowledge. To earn the GRI designation, you must complete twelve modules of the REALTOR® Institute within a five-year period, receive a passing mark on each module examination, and complete the GRI Designation Application Form. Modules may be taken in any order, you may not miss more than 15 minutes of any one module, and you must hold membership in the National Association of REALTORS®.

Below are the 14 core modules of Virginia's REALTOR® Institute program. Nine of these modules are "required" to be completed and students will need to take three of the five "optional" modules to earn their designation.

In addition, the following courses have been approved for in lieu of one optional GRI credit as noted below:

- ◆ The ABR (Accredited Buyer's Representative) two-day designation course www.rebac.net (elective courses do not apply)
- ◆ Introduction to Commercial Investment Real Estate (www.ccim.com)
- ◆ At Home With Diversity (http://www.realtor.org/government_affairs/diversity) Online class at <http://www.learninglibrary.com/AspDotNetStoreFront70/p-14-at-home-with-diversity.aspx?skinid=120&affiliateid=10066>
- ◆ Senior Real Estate Specialist (SRES) designation course (<http://www.seniorsrealestate.com/sarec/>)
- ◆ RLI's Land 101 Course (<http://www.riland.com/AboutRli.html>)
- ◆ Certified New Homes Sales Program in lieu of RI Module 412 (<http://www.nahb.org/generic.aspx?sectionID=687&genericContentID=34099>)
- ◆ CRS 107: Mastering the Art of Selling New Homes in lieu of RI Module 412 only (www.crs.com)
- ◆ e-PRO www.epronar.com (for RI Module 404 only)

You must send in written verification of successful completion of equivalent courses taken to VAR. Other courses will be considered for credit if requested in writing.

All REALTOR® Institute course work must be completed within five years. If you have questions about the GRI designation program, please contact VAR by phone at (800) 755-8271 or e-mail at educator@VARealtor.com.

Summary of the REALTOR® Institute Curriculum

RI 401: Understanding Agency - Real estate is about relationships and you need to understand what Virginia law says about your business connections. This in depth review covers the details of brokerage relationships with every customer including buyers, sellers, landlords and tenants. In addition, you'll find all you need to know about property/agency disclosure and confidentiality. **Required**

(CE 3 Hours Real Estate Agency; 4 Hours Real Estate Related OR PL 3 Hours Mandatory Residential Real Estate: Agency Law and 4 Hours Elective)

RI 402: Financing Alternatives - Are you a lending expert? You'll need to be. Attend this course to get up to speed on loan limits, finance options, avoiding common potholes, and tips for navigating the difficult deal. **Required**

(CE for 7 hours Real Estate Related OR PL 7 Hours Elective Residential Real Estate.)

RI 403: Personal Promotion - You're a brand whether you like it or not. It's time you learned how to manage it. This course is optional, but the concepts it covers aren't. Attend and walk away ready to plan, target, and implement strategic marketing and build an image that will attract clients now and in the years to come.

Optional

(No CE or PL credit)

RI 404: The Cyber-REALTOR® - There's a lot of technology available today. Attend this course to make sense of it all. Today's competitive Realtors® are the ones making smart choices in relation to hardware, software, and communications tools (including Facebook, e-mail, websites, and more). This session is a great starter for those who want to join the technology elite, those who are struggling to keep up, and everyone in between. **Required**

(CE 7 Hours Real Estate Related; PL 4 Hours Elective)

RI 405: Pricing, Listing & Marketing the Property - Research released showed 95 percent of consumers who bought a home started their search with the property. Catching those buyers attention requires your listing have the right price, the right selling tools, and a plan for getting noticed. This course shows you how to strike the right chord including tools for guiding clients to the right price, staging specifics, and planning for the type buyers you need to attract. **Required**

RI 406: What Did I Agree To? - You can market it, you can show it, you can find it, but can you close the deal on the property. Attend this course for mission critical information on writing and presenting every category of real estate agreement including sales contracts, representation agreements, leases, deposits, and more. **Required**

(CE for 2 hours law; 2 Hours of Real Estate Contracts; 3 Hours Real Estate Related OR
PL Mandatory Residential Real Estate: 3 Hours Offer to Purchase and 3 Hours Real Estate Law)

RI 407: Managing Risk - If you like your license and plan to keep it, this class is for you. Learn the sure-fire ways to end up in a lawsuit and how to avoid them. RI 407 students get a crash course in fair housing, equal services, environmental concerns, state and federal regulations (lead paint, property disclosure, anti-trust, ADA). There's a lot of risk in real estate, learn to manage them. Sign up for this class today. **Required**

(CE for 2 Hours Law; 3 Hours Fair Housing; 2 Hours Real Estate Related OR
PL 3 Hours Mandatory Residential Real Estate: Fair Housing and 3 Hours Elective)

RI 408: Tax Issues for Real Estate Professionals- April 15th comes every year. Take some of the shock and anxiety out of it for you and your clients. Attend this course for useful advice and strategies on tax issues for the real estate professional, home buyers, and sellers. Also, learn the major nuances of taxes for investors and your responsibilities as a real estate professional when working with them. **Optional**

(CE for 7 hours Real Estate Related OR PL 4 hours Elective)

RI 409: Business Development - The major difference between a business that starts and a business that lasts is a plan. Attend this course and learn how to guarantee your business has a future by practicing goal setting and business planning. Also pick up insight on practical tasks like choosing and working with an assistant and cultivating a positive professional image. **Required**

(CE 7 Hours Real Estate Related or PL 4 Hours Elective)

RI 410: The Code of Ethics IS Good Business - What is the Realtor® Code of Ethics good for? The Code is more than a list of do's and don'ts. The course covers why the code is important for business success and includes a comprehensive review of the Code and case study analysis that will show you how to practice the code in your business everyday. **Required**

(CE 3 hours Ethics and 4 Hours Real Estate Related OR
PL 3 Hours Mandatory Residential Real Estate: Ethics and 3 Hours Elective)

RI 411: Successful Settlement- Managing the Transaction (formerly "From Contracts to Closing")
- Avoid the angry, anxious, exhausted looks at and after the closing table. Attend this course for tools for managing the transaction including how to organize and communicate for the best possible closing results. **Required**

(CE for 6 hours Real Estate Related OR PL 7 Hours Elective)

RI 412: Construction and Selling New Homes - Buying a home is an intense process and building adds additional concerns for your buyers. Attend this session and learn the special challenges involved in new home transactions including warranties, construction techniques and materials, new home/construction financing, working with building inspectors and special selling techniques. **Optional**

(CE for 7 hours Real Estate Related OR PL 4 Hours Elective)

RI 413: Psychology of the Sale - As a Realtor® you'll have to be a lot of things, including a psychologist. This session offers the transaction-related psychology to help you communicate and negotiate to close more deals. Learn to identify and deal with different personality types, body language, and other signs. In addition, this course offers a practical guide to effective negotiation strategies. **Optional**

(No CE or PL credit)

RI 414: Negotiation: Working for a Yes – Negotiators come in every shape, size, and personality. This course is designed to familiarize students with the various types and styles of negotiations and negotiators. Through examining and working through real-life scenarios students will develop plans logical plans for conducting negotiations that end in YES!

(CE for 7 Hours Real Estate Related OR PL 4 Hours Elective: Other) **Optional**

PL - New licensees need to take 30-hours of post-license education in their first year of licensure. **Note: The nine "required" modules in the REALTOR® Institute program satisfies the 30-hour requirement.**

CE - 16 hours with 8 hours in the mandatory topics which includes 2 hours in Fair Housing, 3 hours in ethics and standards of conduct, and the remaining hours must be a minimum of 1 hour in each of the following categories: Legal Updates, Real Estate Agency, and Real Estate Contracts. The remaining 8 hours may be in real estate related topics or in the mandatory topics.

Attention Principal Brokers, Associate Brokers and Sole Proprietor Licensees: You need 8 hours in approved Broker Management courses. This is in addition to the 16 hours noted above.