

## 2010 GRI Program

As buying and selling property becomes increasingly complex with new technology, laws and procedures, it is important to expand your **knowledge** of various aspects of the industry. Working toward the GRI designation will do just that.

Interested in the GRI program? Need more information? There is no better time than now to take advantage of the benefits GRI offers and reach your **full potential** in real estate.

Click on the Professional Development/Designations link at [www.nmrealtor.com](http://www.nmrealtor.com) for a complete 2010 schedule of the GRI courses, locations and registration form.

Or contact Program Services Director Megan McFarlane, 800-224-2282, Ext. 170 or 505-982-2442 in Santa Fe.

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## What is GRI?

The GRI designation is awarded only to those REALTORS® who have completed the required GRI Curriculum. The GRI program is delivered by the REALTORS® Association of New Mexico and meets the standards established by the NATIONAL ASSOCIATION OF REALTORS®.

The GRI Curriculum consists of 48 hours of GRI Core Courses plus 42 hours of courses selected by the candidate from specific categories of New Mexico Real Estate Commission Approved Continuing Education Courses.

A student has five (5) years to complete all designation requirements. Courses may be taken in any order.

Only REALTORS® can obtain and use the GRI designation. You must maintain your REALTOR® membership to continue to use the designation.

The GRI designation gives instant recognition, signifying a dedicated and knowledgeable professional. Wear the GRI pin, prominently display the GRI certificate, and use the GRI logo on business cards and stationery. Make the most of your prestigious accomplishment.



## 2010 GRI

- Commitment
- Enhanced Professionalism
- A Broad Range of Real Estate Knowledge & Skills

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# 2010 GRI Course Curriculum



The GRI designation program incorporates elements of communication, sales and ethics that enable REALTORS® to hone their skills and **professionalism**.

Rather than focusing on just one niche market, the GRI designation covers a wide variety of real estate issues to heighten the scope of your **expertise**.

Enhance your **marketability** by earning and promoting the designation in your personal advertising materials.

**New Mexico GRI Designation requirements: 90 hours (48 core hours classroom instruction and 42 elective hours from required categories) completed within five (5) years as follows:**

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## 48 Classroom Hours of Core Courses

Crunching the Numbers & Investments	8 hrs.
Legal Liability Issues (Minimize Your Risk)	8 hrs.
Pricing Property Properly	8 hrs.
Real Estate is Your Business	8 hrs.
REALTORS® Ethical Road Map	8 hrs.
Residential Constructions & Inspections	8 hrs.

## 42 Classroom Hours of GRI Elective Courses in Required Categories.

Classes from each Required Category to meet the total number of hours for that category (Example: Brokerage Relationships Required hours = 8. Student completes Agency class (4 hrs) and Buyer Agency class (4 hrs.) for a total of 8 hours.)

<u>Required Category</u>	<u>Hours</u>
<b>Brokerage Relationships</b>	<b>8</b>
Agency	4
Brokerage Relationships	4
Buyer Agency	4
Buyers Agency for Commercial Practitioners	4
Transaction Brokerage	4
<b>Finance</b>	<b>8</b>
Finance Update	4
Real Estate Contracts	8
Real Estate Contract & Seller Financing: The Basics	4
Rural Housing Services Loan Program	4
Seller Financing of Real Estate Transactions	4
Understanding the Loan Process	4
Working with the 1st Time Buyer/MFA	4
<b>Contracts</b>	<b>8</b>
Anatomy of a Purchase Contract	4
Clear the Confusion: Offers (Multiples, Counters Etc.)	4
Contract Law & Forms	4
Contract Negotiations	4

Contract Strategies	4
Understanding & Using RANM Forms	7
ZipForms: Advanced Techniques	3
<b>Regulatory</b>	<b>4</b>
Anti-Trust	4
Communicating Lead Paint Disclosure to Consumers	2
NMREC Meeting Or Rules Hearing	4
NMREC Rules	4
Reducing Violations-A Case Study Workshop	4
<b>Fair Housing</b>	<b>4</b>
Fair Housing Made EZ	4
Fair Housing Law: The NextGeneration	4
<b>Non-Discrimination</b>	<b>4</b>
Americans w/Disabilities Act	4
At Home w/Diversity	8/6
(this 8 hour course is approved for 6 hours CE by NMREC)	
Diversity Issues & the Real Estate Professional	6
Equal Opportunity In Housing	6
<b>Technology</b>	<b>6</b>
Intro to Real Estate Technology	6
e-PRO Internet Certification	20/10
(this 20 hour on-line course is approved for 10 training hours CE by the NMREC)	
Understanding Electronic Transactions	3

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