

Developed for members of the National Association of REALTORS® and offered through the REALTORS® Association of New Mexico, the GRI program includes over 90 hours of coursework on topics ranging from Real Estate Marketing to Real Estate Law.



The GRI designation program incorporates elements of communication, sales and ethics that enable REALTORS® and licensees 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.

2012 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 and must be completed within 5 years.

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 agent. 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.



2201 Brothers Road, Santa Fe, NM 87505
505-982-2442 505-983-8809 Fax www.nmrealtor.com



2012 Graduate REALTOR® Institute PROGRAM

Invest in your Success
Get your GRI
Designation today!



2012 Graduate REALTOR® Institute 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 to reach your full potential in real estate.

Click on RANM's EDUCATION CALENDAR at www.nmrealtor.com for a complete 2011 schedule of the GRI Courses, locations and registration forms.

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



90 hours of Core and Elective Courses

48 Classroom Hours of Mandatory Core Courses

Crunching the Numbers & Investments	8 hrs	Real Estate is Your Business	8 hrs T
Legal Liability Issues	8 hrs	REALTORS® Ethical Road Map	8 hrs
Pricing Property Properly	8 hrs	Residential Construction & Inspection	8 hrs

42 Classroom Hours of Elective Courses in Required Categories

BROKERAGE RELATIONSHIPS	8 hrs	Reducing Violations—A Case Study Workshop	4 hrs
		Rules of the New Mexico Real Estate Commission	4 hrs
	Agency	“T” For Trouble - Keep Out	4 hrs
	Brokerage Relationship	Uniform Owner-Resident Relations Act	6 hrs
	Buyer Agency	FAIR HOUSING & NON-DISCRIMINATION	4 hrs
	Transaction Brokerage	ADA for Commercial Real Estate Practitioners	4 hrs
FINANCE	8 hrs	Americans with Disabilities Act	4 hrs
	Bankruptcy & Real Estate	At Home with Diversity Certification	6 hrs
	Broker Short Sale 101	Diversity Issues & The Real Estate Professional	6 hrs
	Real Estate Contract & Seller Financing	Equal Opportunity in Housing	6 hrs
	Real Estate Decision Making w/ the HP10B Calculator	Fair Housing Law: The Next Generation	4 hrs
	Real Estate Finance Today	Fair Housing Made EZ	4 hrs
	Rural Housing Services Loan Program	TECHNOLOGY	6 hrs
	Short Sales: The Short Story	Intro to Real Estate Technology	6 hrs
	Understanding the Loan Process	E-PRO Internet Certification (20 hour online course)	10 hrs T
	Working with the 1st Time Buyer/MFA	Understanding Electronic Transactions	3 hrs T
CONTRACTS	8 hrs	ENVIRONMENTAL	4 hrs
	Anatomy of a Purchase Contract	Clandestine Drug Labs	4 hrs
	Clear the Confusion: Offers	Communicating Lead-Based Paint Disclosures to Consumers	2 hrs
	Contract Negotiations	Environmental Liability in Real Estate	4 hrs
	Contract Strategies	Intro to Green Building	4 hrs
	Options/Lease Options/Lease Purchases	Lead-Based Paint Disclosure: It's the Law	3 hrs
	RANM Many Miscellaneous Forms	MOLD: A Growing Concern	4 hrs
	Understanding & Using RANM Forms	NAR: Green Designation Course	10 hrs
	ZipForms: Advanced Techniques	NAR: Green Designation Residential Elective Course	8 hrs
REGULATORY	4 hrs	Real Estate: Green 101	4 hrs
	Anti-Trust & Real Estate	Reducing Radon Risk	4 hrs
	Disclosure in Real Estate	Water Rights	4 hrs
	Property Management Essentials—Residential	Wells & Septics: A Brokers Guide to Regulation	4 hrs
	REALTORS® Code of Ethics Training On-Line		
	Risk Reduction Issues		