

Developed for members of the National Association of REALTORS® and offered through the REALTORS® Association of New Mexico, the GRI program includes over 60 hours of coursework on topics ranging from Real Estate Marketing to Real Estate Law.



The GRI designation program combines 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.

Graduate, REALTOR® Institute

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 40 hours of GRI core courses plus 20 hours of courses selected by the candidate from specific categories of New Mexico Real Estate Commission approved continuing education courses which 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.



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www.nmrealtor.com



2017
Graduate,
REALTOR®
Institute
PROGRAM
Invest in your Success
Get your GRI
Designation today!



2017 Graduate, REALTOR® Institute Program

As buying and selling property becomes increasingly complex with new technologies, 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.



See RANM's calendar at www.nmrealtor.com for a complete schedule of GRI courses, along with locations and registration forms.

For more information, contact RANM's Member Services Director at 505-982-2442, ext. 167 or email member.services@nmrealtor.com.



64 hours of Core and Elective Courses

40 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		

24 Classroom Hours of Elective Courses in Six Required Categories:

BROKERAGE RELATIONSHIPS	4 hrs		Risk Reduction Issues	6 hrs
	Agency	4 hrs	Reducing Violations—A Case Study Workshop	4 hrs
	Brokerage Relationship	4 hrs	Rules of the New Mexico Real Estate Commission	4 hrs
	Buyer Agency	4 hrs	“T” For Trouble - Keep Out	4 hrs
	Transaction Brokerage	4 hrs	Uniform Owner-Resident Relations Act	6 hrs
FINANCE	4		FAIR HOUSING & NON-DISCRIMINATION	4
	Bankruptcy & Real Estate	4 hrs	Americans with Disabilities Act	4 hrs
	Broker Short Sale 101	7 hrs	At Home with Diversity Certification	6 hrs
	Real Estate Contract & Seller Financing	4 hrs	Diversity Issues & The Real Estate Professional	6 hrs
	Real Estate Decision Making w/ the HP10B	4 hrs	Equal Opportunity in Housing	6 hrs
	Real Estate Finance Today	4 hrs	Fair Housing Law: The Next Generation	4 hrs
	Rural Housing Services Loan Program	4 hrs	Fair Housing Made EZ	4 hrs
	Short Sales: The Short Story	4 hrs	TECHNOLOGY & ENVIRONMENTAL	4
	Understanding the Loan Process	4 hrs	Intro to Real Estate Technology	6 hrs
	Working with the 1st Time Buyer/MFA	4 hrs	E-PRO Internet Certification (20 hour online course)	10 hrs T
CONTRACTS	4		Understanding Electronic Transactions	3 hrs T
	Anatomy of a Purchase Contract	4 hrs	Clandestine Drug Labs	4 hrs
	Clear the Confusion: Offers	4 hrs	Communicating Lead-Based Paint Disclosures to Consum-	2 hrs
	Contract Negotiations	4 hrs	Environmental Liability in Real Estate	4 hrs
	Contract Strategies	4 hrs	Intro to Green Building	4 hrs
	Options/Lease Options/Lease Purchases	4 hrs	Lead-Based Paint Disclosure: It's the Law	3 hrs
	RANM Many Miscellaneous Forms	4 hrs	MOLD: A Growing Concern	4 hrs
	Understanding & Using RANM Forms	8 hrs	NAR: Green Designation Course	10 hrs
REGULATORY	4		NAR: Green Designation Residential Elective Course	8 hrs
	Anti-Trust & Real Estate	4 hrs	Real Estate: Green 101	4 hrs
	Disclosure in Real Estate	6 hrs	Reducing Radon Risk	4 hrs
	Property Management Essentials—Residential	4 hrs	Water Rights	4 hrs
REALTORS® Code of Ethics Training On-Line	2 hrs		Wells & Septics: A Brokers Guide to Regulation	4 hrs