



GRI Transition Students

Have you already completed a portion of the WRA’s GRI Designation requirements? You have five years to earn the designation. Your past credits may apply if taken within a five-year window. Follow the chart below to guide you through the education process to earn your GRI designation.

Previously Completed Course	Required Live Elective Courses	Required On Demand Courses
GRI Course 1	<p>You must take any combination of the following courses to total five credits:</p> <ul style="list-style-type: none"> • ABR designation core course (2 credits) • ABR: Effective Negotiating (1 credit) • CRB: Show Me the Money (1 credit) • CRS 201: Listing (2 credits) • CRS 202: Selling (2 credits) • CRS 204: Buying and Selling Income Properties (2 credits) • CRS206: Technologies to Advance Your Business (2 credits) • CRS: Converting Leads into Closings (1 credit) • CRS: Mastering Relevant, Consumer-focused Marketing (1 credit) • CRS: Power Up on Smart Home Technologies (1 credit) • Green designation Courses (2 credits) • PMN: Effective Negotiating for Real Estate Professionals (1 credit) • PSA: Mastering the CMA (1 credit) • RENE: Power Negotiator’s Playbook (1 credit) • RSPS: Resort & Second Home Properties (1 credit) • SRES designation core course (2 credits) • SRS designation core course (2 credits) 	GRI Transitional Modules <p>If you completed Quick Start: Course fee: \$175</p> <p>If you completed GRI 1 Equivalency: Course fee: \$225</p>

Previously Completed Course	Required Elective Courses	Required On Demand Courses
GRI Course 2	<p>You must take any combination of the following courses to total three credits:</p> <ul style="list-style-type: none"> • ABR designation core course (2 credits) • ABR: Effective Negotiating (1 credit) • CRB: Show Me the Money (1 credit) • CRS 202: Selling (2 credits) • CRS 204: Buying and Selling Income Properties (2 credits) • CRS: Converting Leads into Closings (1 credit) • CRS: Mastering Relevant, Consumer-focused Marketing (1 credit) • CRS: Power Up on Smart Home Technologies (1 credit) • Green designation Courses (2 credits) • PMN: Effective Negotiating for Real Estate Professionals (1 credit) • PSA: Mastering the CMA (1 credit) • RENE: Power Negotiator’s Playbook (1 credit) • RSPS: Resort & Second Home Properties (1 credit) • SRES designation core course (2 credits) 	<p>GRI Transitional Modules</p> <p>Course fee: \$200</p>
GRI Course 3	<p>You must take any combination of the following courses to total three credits:</p> <ul style="list-style-type: none"> • ABR: Effective Negotiating (1 credit) • CRB: Show Me the Money (1 credit) • CRS 201: Listing (2 credits) • CRS 204: Buying and Selling Income Properties (2 credits) • CRS206: Technologies to Advance Your Business (2 credits) • CRS: Converting Leads into Closings (1 credit) • CRS: Mastering Relevant, Consumer-focused Marketing (1 credit) • CRS: Power Up on Smart Home Technologies (1 credit) • Green designation Courses (2 credits) • PMN: Effective Negotiating for Real Estate Professionals (1 credit) • PSA: Mastering the CMA (1 credit) • RENE: Power Negotiator’s Playbook (1 credit) • RSPS: Resort & Second Home Properties (1 credit) • SRES designation core course (2 credits) • SRS designation core course (2 credits) 	<p>GRI Transitional Modules</p> <p>Course fee: \$200</p>

Previously Completed Courses	Required Elective Courses	Required On Demand Courses
GRI Courses 1 and 2	<p>You must take any combination of the following courses to total three credits:</p> <ul style="list-style-type: none"> • ABR designation core course (2 credits) • ABR: Effective Negotiating (1 credit) • CRB: Show Me the Money (1 credit) • CRS 202: Selling (2 credits) • CRS 204: Buying and Selling Income Properties (2 credits) • CRS: Converting Leads into Closings (1 credit) • CRS: Mastering Relevant, Consumer-focused Marketing (1 credit) • CRS: Power Up on Smart Home Technologies (1 credit) • Green designation Courses (2 credits) • PMN: Effective Negotiating for Real Estate Professionals (1 credit) • PSA: Mastering the CMA (1 credit) • RENE: Power Negotiator’s Playbook (1 credit) • RSPS: Resort & Second Home Properties (1 credit) • SRES designation core course (2 credits) 	GRI Transitional Modules <p>If you completed Quick Start: Course fee: \$75</p> <p>If you completed GRI 1 Equivalency: Course fee: \$125</p>
GRI Courses 1 and 3	<p>You must take any combination of the following courses to total three credits:</p> <ul style="list-style-type: none"> • ABR: Effective Negotiating (1 credit) • CRB: Show Me the Money (1 credit) • CRS 201: Listing (2 credits) • CRS 204: Buying and Selling Income Properties (2 credits) • CRS206: Technologies to Advance Your Business (2 credits) • CRS: Converting Leads into Closings (1 credit) • CRS: Mastering Relevant, Consumer-focused Marketing (1 credit) • CRS: Power Up on Smart Home Technologies (1 credit) • Green designation Courses (2 credits) • PMN: Effective Negotiating for Real Estate Professionals (1 credit) • PSA: Mastering the CMA (1 credit) • RENE: Power Negotiator’s Playbook (1 credit) • RSPS: Resort & Second Home Properties (1 credit) • SRES designation core course (2 credits) • SRS designation core course (2 credits) 	GRI Transitional Modules <p>If you completed Quick Start: Course fee: \$75</p> <p>If you completed GRI 1 Equivalency: Course fee: \$125</p>

Previously Completed Course	Required Elective Courses	Required On Demand Courses
GRI Courses 2 and 3	<p>You must take any combination of the following courses to total one credit:</p> <ul style="list-style-type: none"> • ABR: Effective Negotiating (1 credit) • CRB: Show Me the Money (1 credit) • CRS: Converting Leads into Closings (1 credit) • CRS: Mastering Relevant, Consumer-focused Marketing (1 credit) • CRS: Power Up on Smart Home Technologies (1 credit) • Green designation Courses (2 credits) • PMN: Effective Negotiating for Real Estate Professionals (1 credit) • PSA: Mastering the CMA (1 credit) • RENE: Power Negotiator’s Playbook (1 credit) • RSPS: Resort & Second Home Properties (1 credit) 	GRI Transitional Modules Course fee: \$100