



New GRI Designation Requirements

REALTORS® must complete both On Demand and live classroom courses to earn the GRI Designation.

Curriculum details:

- Complete five credits from both categories below for a total of 10 credits to earn the GRI designation.
- The courses can be taken in any order.
- Elective courses must be taken in a live course format.
- The 10 credits must be earned within a 5-year period.

On Demand core course: Five credits

Complete the On Demand portion of the GRI by viewing instructional videos and reading supplemental materials at your own pace online. Topics include property types and valuation, financing options, inspections and testing, use of technology, sales and marketing, creating a brand and niche, contract law, environmental issues, risk management, safety concerns plus much more.

Completion time: You have six months from the date of purchase to complete the On Demand course.

Course fee: \$300

Live Elective Courses:

Choose any combination of the following accredited courses to total five credits:

- 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)
- CRS: Zero to 60 Home Sales in a Year (and Beyond) (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)

Course fees vary. Visit wra.org/CourseSchedule for more details.