



SPRING/SUMMER • 2024 GRADUATE REALTOR® INSTITUTE - GRI

Earn the most comprehensive real estate designation.

The GRI designation is a powerful tool to attract and build new business. You will increase your skill level across the entire landscape of real estate by developing a solid foundation of knowledge and skills to navigate the current real estate climate-no matter what its condition. REALTORS® who earn this nationally recognized designation:

- Earn more money. On average, a GRI designee earns nearly 50 percent more than an agent without a designation
- Stay on the cutting edge of real estate standards and practices by learning about diverse topics that affect today's practicing agent
- Reported that they were better able to serve and protect their increasingly sophisticated clients because of their understanding of new technology, laws and procedures.

HOW DO I EARN THE GRI?

1. Be an active REALTOR® in good standing at your local association.
2. Complete the 15 required courses, in any order, within 3 years
3. Upon completion of all the courses, submit the GRI Application with a one-time application fee of \$50.
NO annual dues to maintain the GRI.

2024 SPRING/SUMMER CLASS SCHEDULE

COURSE	DATE	TIME	LOCATION	CE	INSTRUCTOR
GRI 107: Fair Housing, Diversity & Inclusion	APR 16	9AM-1PM	ZOOM	4	Mickey Sanders
GRI 106: Ethics & Professional Practice*	APR 23	9AM-1PM	SMDRA	4	Jack O'Connor
GRI 115: Technology Tools & Resources	MAY 07	9AM-1PM	ZOOM	4	Rich Sands
GRI 104: Intro to Single Family Construction	MAY 15	9AM-1PM	ZOOM	4	Doug Barber
GRI 105: Environmental Issues	MAY 23	9AM-1PM	ZOOM	4	Tonyeil Spencer
GRI 108: Finance in Real Estate	JUN 05	12PM-4PM	ZOOM	4	Kevin Stahle
GRI 109: International Real Estate	JUN 11	12PM-4PM	ZOOM	4	Okie Arnot
GRI 114: Taxes & the Real Estate Professional	JUN 18	12PM-4PM	ZOOM	4	Mike Moger
GRI 113: Negotiating & Counseling	JUL 17	9AM-1PM	ZOOM	4	Rich Sands
GRI 110: Investments & Management	JUL 25	12PM-4PM	ZOOM	4	Mike Moger
GRI 101: Appraising for Real Estate Licensees	AUG 08	12PM-4PM	ZOOM	4	Okie Arnot
GRI 102: Business Planning	AUG 14	9AM-1PM	ZOOM	0	Rich Sands
GRI 112: Marketing Tools	AUG 21	9AM-1PM	ZOOM	4	Rich Sands
GRI 111: Legal Issues & Risk in CO Real Estate	SEP 05	10AM-2PM	ZOOM	4	Jon Terry
GRI 103: From Contacts to Contracts	SEP 11	12PM-4PM	ZOOM	4	Mike Moger

*GRI 106: Ethics & Professional Practice is also used for SMDRA's required New Member Ethics training and is available the following additional dates:

JUN 25	9AM – 1PM	SMDRA	4	Jack O'Connor
AUG 27	9AM – 1PM	SMDRA	4	Jack O'Connor

SMDRA offers the GRI courses year-round • Cost is \$50 per course
Register at www.smdra.com

WHAT PEOPLE Are Saying About GRI

A recent survey of REALTORS® who have earned the Graduate, REALTOR® Institute (GRI) designation found that over 90 percent of GRI designees said they received value from the education and over half gave their GRI training the highest possible rating. When asked to define how the GRI helped them, three benefits stood above all others, illustrated by respondents' verbatim comments:

MORE SKILLS

"After I received my GRI, I went on to become #10 in a company that has approximately 700 agents. I really owe my success to the training I received in the GRI courses."

"GRI was by far the best educational series that I have ever attended in my 31 years in the business. The knowledge that I gained helped me exponentially."

MORE CONFIDENCE

"GRI is a tremendous boost for any real estate professional. I came away with confidence that has helped me succeed and grow my business the right way."

"I doubt I would have survived without the confidence GRI gave me."

MORE CREDIBILITY

"A great deal of real estate sales is marketing. The GRI adds to my image of being a trained, competent, professional."

"I tell my clients that this designation is very special. Only 5 percent of the agents in my market have completed this additional training. When clients hire me, they have an advantage over other agents and their clients due to my training."

The Graduate, REALTOR® Institute (GRI) symbol is the mark of a real estate professional who has made the commitment to provide a high level of professional services by securing a strong educational foundation.



GRADUATE,
REALTOR®
INSTITUTE