



GRI FOR COMPANY TRAINING PROGRAMS

GRI Designation Requirements

REALTORS® must complete two parts of the designation, which include On Demand and Live course training. These courses combine the flexibility of an online course with the in person interaction of a live classroom to give students the best of both worlds in one curriculum.

Course details:

- Complete five credits from both categories below for a total of 10 credits to earn the GRI designation.
- The education can be taken in any order.
- Elective courses must be taken in a live course format.
- You have five years to earn the designation.

On Demand Core Courses: Five credits

Complete the On Demand portion 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. The training program offered through your company qualifies for a segment of the On Demand requirement.

You have six months from the date of purchase to complete this portion.

Course fee: ~~\$300~~ \$90 (Discounted company price)

www.wra.org/GRIRequirements

Live Elective Courses:

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

- ABR: Accredited Buyer's Representative Designation Core Course (2 credits)
- ABR: Effective Negotiating for Real Estate Professionals (1 credit)
- CRS 201: Listing Strategies (2 credits)
- CRS 202: Selling — Effective Buyer Strategies (2 credits)
- CRS 204: Buying and Selling Income Properties (2 credits)
- PSA: Mastering the CMA (1 credit)
- PMN: Effective Negotiating Professionals (1 credit)
- RENE: Power Negotiator's Playbook (1 credit)
- RSPS: Home Sweet (Second) Home: Vacation, Investment, Luxury (1 credit)
- SRES: Seniors Representative Specialists Designation Core Course (2 credits)

Course fees: ~~\$300~~ \$125-\$250 per course

www.wra.org/Education/Designations

WISCONSIN REALTORS® ASSOCIATION
4801 Forest Run Road, Suite 201 | Madison, WI 53704-7337

Register by phone: 800-279-1972 | 608-241-2047

Register online:

LIVE: www.wra.org/Education/Designations

On Demand: www.wra.org/GRIRequirements

Why become a GRI designee?

Earning a GRI can make a difference in your business and potentially boost your income. REALTORS® with at least one designation:

- Earned a median of \$61,000 while those without the designation earned a median income of \$33,500, a difference of \$27,500. (Source: 2012 NAR Member Profile)
- Reported that they were better able to serve and protect their increasingly sophisticated clients because of their understanding of new technology, laws, and procedures.



GRI COURSE 1 EQUIVALENCY EXAM COMPANY TRAINING PROGRAM Study Guide

As an **independent contractor** you are your own company but must remember to follow the rules and guidelines of the brokerage you work for.

Your main goal on floor duty is to turn inquiries into **appointments**.

The most important approach to estimating value of a residential property is the **Market Data Approach**.

Buyers and sellers must be presented an Agency Disclosure **prior** to negotiations.

Under RL 24, a licensee when engaging in real estate practice which involves real estate improved with a structure shall conduct a reasonably competent and diligent inspection of **all accessible areas** of the structure.

New construction and commercial property without a dwelling unit is **exempt** from the requirements of completing a real estate condition report.

With an Adjustable Rate Mortgage (ARM) the interest rate is specifically linked to **rising and falling** economic conditions.

Private Mortgage Insurance (PMI) only insures the lender for the loan portion **over** 80% not covered by the down payment.

Conventional fixed-rate mortgages generally require a larger down payment than non-conventional loans, **unless** private mortgage insurance is used.

A Balloon Mortgage has a final payment substantially **larger** than the previous monthly payments.

The only loan that involves a **guarantee** of full repayment to the lender in the event of loss is a VA Loan.

The lender is usually the appraiser's client, **not** the buyer or seller.

When listing a property with a builder always treat them as you would a **seller**.

The main purpose for building codes is to ensure homes meet specific **safety** requirements.

A Quit Claim Deed **can** be used to transfer full title.

In a listing contract, the Broker and Seller are parties to the contract - **not** the salesperson.

With "Homestead Property" the spouse must sign the conveyance even if his or her name is not on the title.

Only the buyer and the seller are the **parties** to a contract of sale.

Although all offers to purchase should be kept in strict confidence, the fact that an accepted offer has a contingency may be disclosed.

If buyer defaults and seller elects to keep the earnest money as liquidated damages, the broker per the listing contract, could be entitled to one half of the balance **but not in excess of the agreed commission**.

Improper drainage and **roof problems** are the most common cause for water damage in a home.

Open-ended questions generally cannot be answered with a **one word** response.

A broker must have written consent from all parties to accept payment from anyone other than their **client** in a transaction.

Active, sold, and expired listings are used to **educate** the seller about price.



Start Pricing Homes with Confidence.



Register for the Pricing Strategies: Mastering the CMA course.

The key to competitive home pricing is becoming proficient at comparative market analyses (CMAs).

In the Pricing Strategies: Mastering the CMA course, you will learn how to evaluate the existing real estate market to take the guesswork out of pricing homes.

As the core requirement for the Pricing Strategy Advisor (PSA) certification, this course will enable you to:

- Determine the market-based value range of a home
- Choose the most appropriate comparables for a property
- Compile a CMA report for proper presentation
- Collaborate with appraisers

Take the Pricing Strategies: Mastering the CMA course and become a recognized leader in home pricing.

Visit PricingStrategyAdvisor.org to learn how to earn the PSA certification.



Advantage You



ELEVATE YOUR GAME

Skills. Techniques. Tools.

RENE

Real Estate
NEGOTIATION EXPERT

2-Day Certification Course

ABR, CRB & SRS Elective

The **FIRST & ONLY** negotiation certification
recognized by The National Association of REALTORS®

The ABR® Designation: For Real Estate Professionals that Want to Represent the Needs of Homebuyers During the Real Estate Transaction

The Accredited Buyer's Representative (ABR®) designation is the benchmark of excellence in buyer representation. This coveted designation is awarded by the Real Estate Buyer's Agent Council (REBAC) to REALTORS® who meet the specified educational and practical experience criteria.

The Accredited Buyer's Representative (ABR®) designation is designed for real estate buyer agents who focus on working directly with buyer-clients. When you decide to earn your ABR®, you gain:

- Valuable real estate education that elevates your skills and knowledge in the eyes of home buyers.
- Ongoing specialized information, programs and updates that help you stay on top of the issues and trends associated with buyer representation.
- Access to members-only benefits such as marketing tools and resources, which provide an additional competitive edge for ABR® designees.

88%

of home buyers purchased their home from a real estate agent or broker.*

For more information, visit REBAC.net or email rebac@realtors.org.



ABR® Member Benefits

The ABR® designation provides many membership benefits to help your business and network grow. Here are just a few:

- **Customizable Marketing Tools** - including postcards, ads, logos, and consumer handouts
- **The Home Buyer's Toolkit** - a handy guide to walk consumers through the home-buying process and encourages them to work with an ABR®
- **Consumer One-Sheets** - free, printable handouts on topics to address in a buyer-counseling session or while working with buyer-clients
- **ABR® Print Shop** - allows members to customize, order, and mail marketing materials conveniently online
- **Online Referral Database** - helps you pinpoint additional referral opportunities
- **ABR® Network** - ask questions, share expert advice and more on the members-only online networking community
- **A Home Buyer's Seminar Guide** - gives instructions on how to plan and present your own home buyer's seminar
- **ABR® Designation Facebook App** - allows you to showcase your designation to prospective buyers on Facebook

ABR® Keeps You Up-To-Date With Information

- **Today's Buyer's Rep**, a monthly print newsletter that keeps members informed about timely issues, events, and legislation
- **TBR Hotsheet**, an e-newsletter with briefs and links to stories pertaining to buyer's representatives
- **REBAC Connection Webinars**, a series of complimentary Webinars, featuring timely topics of special interest to buyer's representatives
- **RISMedia's Real Estate Magazine**, available to members for free online

ABR® Designation Requirements

These five (5) requirements must be met to attain and use the ABR® designation:

1. Completion of the ABR® Designation Course, with at least an 80% on the exam.
2. Completion of one elective, with an 80% passing grade on the exam.
3. Submitted documentation verifying five completed transactions in which the ABR® candidate acted as a buyer's representative.
4. Membership in good standing in the Real Estate Buyer's Agent Council (REBAC). (Course enrollment includes a free, one-year membership with REBAC. Annual dues are \$110 each year thereafter.)
5. Maintain active and good membership status with REBAC and the National Association of REALTORS® or an NAR cooperating association.

Proud partner in NAR's
REALTOR Benefits Program.

The SRES® Designation: For Real Estate Professionals that Want to Stand Out in a Boomer's Market

Baby Boomers represent the largest and wealthiest group of buyers and sellers in the country. Understand what motivates this growing market and how to address their needs with the prestigious SRES® designation.

This two-day training program offers real estate professionals the unique opportunity to learn and build key skills in counseling adults age 50+ through selling their family home, buying rental property, moving to a senior community, among many other issues. Seniors Real Estate Specialists® learn how to:

- Identify the power of generational demographics
- Develop and maintain relationship marketing skills
- Counsel rather than sell to seniors
- Understand the implications of tax laws, probate and estate planning

For more information, visit SeniorsRealEstate.com or email sres@realtors.org.



SRES® Member Benefits

The SRES® Council provides valuable information and tools available to its members, with new enhancements added periodically:

- **Customizable Marketing Tools** including postcards, ads, logos and consumer brochures
- **SRES® Consumer Website** - explains the designation and why it is important for consumers to work with an SRES® (sres.org)
- **Customizable Monthly Newsletters** - target home buyers and sellers within the SRES® demographic
- **Moving On Booklet** - designed to help guide consumers through the complex issues they may encounter during the real estate process
- **SRES® PowerPoint Presentations** - great for members to use for senior seminars
- **SRES® Community** - a members-only online networking community
- **SRES® Designation Facebook App** - allows you to showcase your designation to prospective clients on Facebook



SRES® Keeps You Up-To-Date With 50+ Information

- **The SRES® Professional** - a printed bi-monthly newsletter that provides you with knowledge, tips and tools, and resources
- **Monthly Member e-mails** - keep you informed on hot topics and trends
- **SRES® Webinars** - monthly complimentary Webinars

30% of home buyers are Baby Boomers.**

43% of home sellers are Baby Boomers.**

Proud partner in NAR's
REALTOR® Benefit Program.

SRES® Designation Requirements

These three (3) requirements must be met to attain and use the SRES® designation:

1. Completion of the two-day SRES® Designation Course, with at least an 80% on the exam.
2. Membership in good standing in the SRES® Council. (New designees receive one-year membership in the Seniors Real Estate Specialist® (SRES®) Council FREE. Annual dues are \$99 each year thereafter.)
3. Membership in good standing in the National Association of REALTORS® or an NAR cooperating association.