



# Obtaining Your GRI Designation!

Idaho REALTORS®  
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The Graduate REALTOR® Institute (GRI) designation indicates to buyers, sellers and other real estate industry professionals that you have made the commitment to provide a high level of professional service to your clients by securing a strong educational foundation.

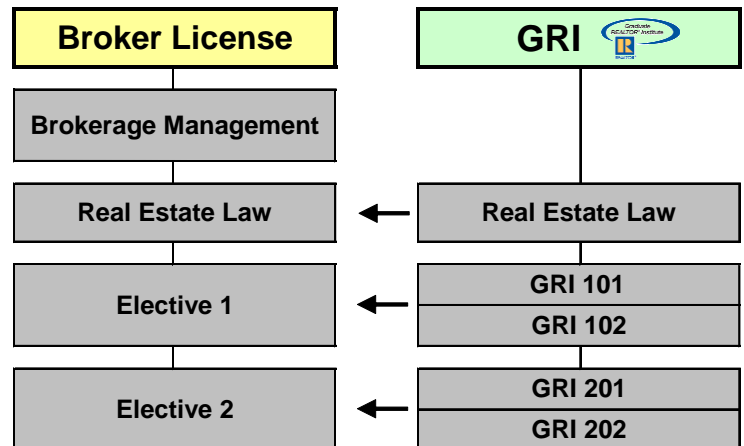
The GRI designation is obtained by attending the following specific and intensive courses. GRI courses are taught by leading real estate professionals from around the country.

## Idaho's GRI Program: Four GRI courses (48 ID - CE's) and RE Law (30 ID – CE's)

- GRI 101**  
Taxation & Investment Property — Compare real estate with other investments, learn how to value rental property or a business; calculate taxable gain; understand installment sales and know the basics of property exchanges.  
Taxation & the Self-Employed — Learn how to maximize deductions, reduce your income tax, know what records to keep as an independent contractor; understand the implications when hiring a personal assistant; and plan for your retirement.
- GRI 102**  
Professional Standards – Ethics — Identify your obligations under the NAR Code of Ethics; Understand procedures for filing complaints; identify procuring cause issues; understand the arbitration and mediation benefits and process.  
Risk Reduction — Identify areas of risk to you and your business, including Antitrust, Misrepresentation, Disclosure, Unauthorized Practice of Law, Home Inspections, Environmental issues, and review the latest IAR Legal Hotline Questions.
- GRI 201**  
Business Planning & Technology — Identify techniques to build your business plan; review the latest and greatest technology and media tools you can use to in your business and to communicate with the consumer; develop a priority system that enables you to complete your personal, professional and financial goals.  
Sales & Marketing — Formulate new sources of business by understanding different cultures; Review different areas of specialization and resources; Develop a marketing strategy for potential sources of business & effective counseling techniques to help the consumer to meet their needs; Create a system to enhance repeat and referral business.
- GRI 202**  
Contracts in Real Estate Transactions — Review basic contract principles and the REALTOR® forms; Practice writing contracts in delicate situations and review contract trouble spots.  
Negotiation — Practice your negotiation skills and learn which negotiation style works best for you.
- REAL ESTATE LAW**—Learn about Idaho and Federal laws affecting Idaho real estate practice, including brokerage relationships, agency, fair housing, the American's with Disabilities Act, and more.

### GRI has many benefits!

- ✓ If you complete your GRI, you are nearly finished with your Broker class requirements!
- ✓ GRI does not charge a yearly fee, like most designations do.
- ✓ Having your GRI counts toward CRS credits,
- ✓ CE credits,
- ✓ and NAR ethics credit!
- ✓ REALTORS® who pursue professional designations have a distinct competitive edge because of their increased expertise and marketability.



*Broker requirements:*  
 \*courses must be taken within 3 years of applying for broker license  
 \*courses can be taken in any order

*GRI requirements:*  
 \*no time limit  
 \*courses can be taken in any order