

2019

## WRA BUSINESS SERVICES FOR REAL ESTATE PROFESSIONALS

# Reach the Highest Level GRADUATE, REALTOR® INSTITUTE DESIGNATION

Clients can count on the best service available when you earn the GRI.

### GRI EDUCATION PROGRAM

Succeeding in today's competitive environment takes more than just motivation. The Graduate, REALTOR® Institute (GRI) designation helps you be the first pick and stand out from the crowd as a REALTOR® who is well versed in the fundamentals of real estate and technical subjects.

#### Program overview

GRI curriculum is the most comprehensive real estate training available, providing a broader scope of depth and training. Each state establishes its own curriculum based on NAR requirements, providing students with the most relevant and state-specific material. The WRA's GRI curriculum is divided into two areas, and you're required to complete five credits in each:

- ✓ **Online:** Watch videos and read materials at your own pace on your own schedule to satisfy half of your required credits.
- ✓ **Live:** Enjoy in-person interaction and networking in a classroom setting. Upcoming courses include:
  - ABR | February 26-27 (2 credits): [wra.org/ABR](http://wra.org/ABR)
  - CRS: Smart Homes | April 9 (1 credit): [wra.org/CRS](http://wra.org/CRS)
  - Green | April 25-26 (2 credits): [wra.org/Green](http://wra.org/Green)
  - PSA | May 8 (1 credit): [wra.org/PSA](http://wra.org/PSA)

#### Course topics

GRI curriculum covers these topics and many more:

- ✓ **Inspections and testing:** Right to cure and the delivery of the notice of defects, unauthorized inspectors, and inspections of wells and sanitation systems.
- ✓ **Creating a brand niche:** Networking and building rapport, technology tools to improve your customer service, and the consumer's real estate research process.
- ✓ **Agency:** The various types of agency relationships and agency duties.

Learn more: [wra.org/GRI](http://wra.org/GRI)

### FEES

On Demand course: \$300\*

*\*If you completed GRI courses prior to 2016, you may only need to complete a partial On Demand course at a reduced rate.*

Live elective courses: \$99-\$340\*\*

*\*\* Pricing for live electives varies. See details: [www.wra.org/CourseSchedule](http://www.wra.org/CourseSchedule).*

#### Broker Club discounts

Member agents of firms subscribing to the WRA Broker Club receive automatic discounts on GRI live elective courses! Discounts vary from \$25 to \$50 depending on the course.

### WHY BECOME A GRI DESIGNEE?

The GRI makes a difference in your business and can boost your income.

REALTORS® with at least one designation earned a median income of \$61,000 compared to \$33,500 for those without a designation — a difference of \$27,500. They also reported they were better able to serve and protect their increasingly sophisticated clients because of their understanding of new technology, laws and procedures.

#### It's Time to Finish Your GRI!

If you completed GRI courses 2 and 3 after January 1, 2014, it's time to finish your requirements for the designation. All candidates have five years to complete the education. You can finish your GRI coursework with the current GRI curriculum two-part format: On Demand and live electives.

