



WANT IT. GET IT. LIVE IT.

Frequently Asked Questions

- **What is the Graduate Realtor Institute (GRI)?**

In today's competitive business environment, it often takes more than just motivation and initiative to succeed. Earning the Graduate, REALTOR® Institute (GRI) designation is a way to stand out to prospective home buyers and sellers as a REALTOR® who has gained in-depth knowledge on technical subjects as well as the fundamentals of real estate.
- **How long does it take to complete?**

Most students can finish the program in a year or less. Live classes are available every month, aside from a summer break in June and July. Online classes can be completed at any time. You have a limit of 5 years to complete the coursework from the date that you take your first class.
- **Which class do I take first?**

It's up to you! Classes can be taken in any order. You can start with online or live classes. The program is flexible, so that you earn your GRI at your own pace.
- **How much does it cost?**

The pricing varies with your specific graduation path. The average costs range from \$750- \$875.
- **How do I renew my GRI designation (classes & cost)?**

The GRI is the ONLY designation that does not require an annual renewal fee or classes to renew. Once a GRI designee, always a GRI designee.
- **Can I continue to take classes after receiving my designation?**

Yes, and at a deep discount! GRI designees are welcome to audit any live course for just \$30.



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- **How many hours are required?**

The GRI designation requires 60 hours to complete. 48 hours are from our Core Courses. 12 hours are from our Elective Courses.

- **What are the courses required?**

The GRI requires four (4) live classroom core courses including:

- Balancing Business Risks and Ethics
- ABC's of Financing
- Business Planning
- Technology Tools and Resources

The GRI requires four (4) online core courses including:

- Mastering Real Estate Negotiations
- Successful Buyer Client Systems
- Successful Seller Client Systems
- Meeting the Needs of Buyers and Sellers

The GRI requires 12 hours of elective credits. These credits can be completed in a variety of ways.

- Additional Online Courses
- REBAC Certifications
- Transaction Credits
- Previously Completed Coursework
- NCR Annual Conference and EXPO

- **Where do I take classes?**

Live courses are hosted by local associations in all across our state.

- **Can I transfer classes?**

Students may transfer from one GRI course to another if a scheduling conflict should arise up to one (1) business day preceding each course. The first transfer will be free of charge; all subsequent transfers for the same GRI course will be assessed a \$25 administration fee.



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- **Can I cancel classes?**

Cancellations may be processed online and will be accepted up to three (3) business days preceding each course. GRI course tuition less a \$35 cancellation fee will be refunded if the cancellation is done at least three (3) business days prior to the course date.

Refunds will not be granted to no-shows or last minute cancellations.

Emergencies will be handled on a case by case basis.

- **Can I receive CE credits for these courses?**

Yes, CE credit is available for some courses. However, it is optional with a \$25 fee for four hours of elective credit. You must sign up for the CE in the space provided on the registration form.

- **Is there an Exam? What is a passing grade? Is it difficult?**

There is an exam given after each course. A typical exam will be from 25 multiple choice questions. A passing score is 70%. As long as you are attentive during the class, you should not have any problems passing the exam.

- **How do I get started?**

Check our GRI calendar and sign up for course!