

The REALTOR® Institute program recognizes those who achieve the designation - Graduate REALTOR Institute (GRI), as those real estate professionals who have made a commitment to providing a superior level of professional services to better serve and protect their clients.

Why earn the designation? New technology, laws, procedures and the increasing sophistication of buyers and sellers require real estate practitioners to perform with a higher level of professionalism than ever. The coursework required to earn the GRI designation will give you the tools and knowledge you need to provide your clients superior services. In addition, in a recent NAR Member Survey, those with a designation earned an average of 49% more than those without any designation. Sign up now for GRI 100 classes being held at CCBOR's educational facility.

August 26, 2020 - Module 101

Building a Real Estate Business - (No CED)

Covers what is involved in running and maintaining a business from daily planning to future goals and growth.

September 9, 2020 - Module 102

Business Development & Listing Techniques - (No CED)

Covers ways to find and develop your real estate business. Various listing methods and their use will be shared.

September 16, 2020 - Module 103 (2 Parts)

Covers Maryland License Law ethics, flipping and predatory lending and contrasts the differences with NAR ethics. Also covers fair housing laws, diversity issues and how they apply to the real estate business. Meets MDREC mandated ethics and fair housing requirement for license renewal.

GRI 103A- MD Ethics, Flipping & Predatory Lending
Course # 906-1604, 3 hours, Category "D"

GRI 103B – Fair Housing & Cultural Issues
Course #905-1604, 3 hours, Category "C"

September 23, 2020 - Module 104

Basic Financing and Programs, Course # 907-1604, 6 hours, Category "F" covers calculating payments for various types of loans, adjusting payments based on changing terms and conditions as well as characteristics of each loan type. The mortgage process will be covered detailing how it affects a transaction.

September 30, 2020 - Module 105

Home Sales and Marketing, Course #908-1604, 4.5 hours, Category "F" demonstrates various types of methods used to obtain the best sales results. Key marketing concepts will be discussed. Must attend full day in order to receive credit.

October 7, 2020 - Module 106

Agency issues relating to whom you work for and what your responsibilities are will be discussed. Will cover the general sales contract law provisions required and what anti-trust is and how to avoid it. Meets MDREC mandated agency requirement.

GRI 106A-MREC-Agency-Residential
Course #909-1604, 3 hours, Category "H"

GRI 106B – Contract Law & AntiTrust
Course 910-1604, 3 hours, Category "F"

Class Time: 8:30 am – 3:45 pm (followed by an exam)
Registration Fee: \$360 for the series, or \$80 for individual classes
To register: Call 410-398-4844