



The GRI designation is one of the most prestigious designations and most widely held among those who hold any designations, held by 19% of REALTORS® - based on latest NAR Survey Data. The median income for REALTORS® with at least one designation was \$50,000. Without a designation it is \$28,900, a difference of \$21,100.

What Is The GRI Designation?

The Ohio REALTOR® Institute (GRI) Program is designed to enhance your knowledge of real estate marketing and teach you skills that will set you apart from the competition.

How Do I Earn The Designation?

The program consists of two courses, (30-hours each) which can be taken in any sequence, and are designed to meet the needs of both the experienced and inexperienced. You can also take the GRI 100 Equivalency Exam.

Note: To keep your designation goal in focus, the National Association of REALTORS® recommends completion of the two courses within five years. ***See reverse for more information on the GRI 100 Equivalency Exam.***

How Will I Benefit From Earning My GRI?

When you obtain the GRI Designation, you will earn one of the industry's most respected and prestigious professional designations. In today's business environment you need more than just motivation and initiative to succeed – you need the *GRI Advantage!*

Where Do I Go To Take My GRI Courses?

Getting Your GRI has never been easier. The program is conducted at locations in Ohio throughout the year, exclusively by the Ohio Association of REALTORS®.

Can I Get Continuing Education Credit?

Each GRI course is approved by the Ohio Division of Real Estate for 30-hours of continuing education credit.

GRI-100 (classroom) includes core Law, civil Rights and ethics as required by the Ohio Division of Real Estate for license renewal.

The **GRI-200** includes negotiating, risk management, technology, social media and marketing. This is a great way to earn your continuing education credits while working on your *GRI Designation!*

The GRI designation is a NAR designation offered and conferred by the State Associations. No yearly dues are required for this NAR designation. While all the courses are open to anyone, the right to use the GRI Designation is limited to those who maintain membership in the Local, State, and National Association of REALTORS®.

The recommended length of time to complete the GRI designation is no more than five years.

Who Are Our Instructors?

Our instructors are nationally recognized in the field and hold many NAR designations in their areas of expertise.



GRI 100

In the **GRI 100** you'll learn about the many aspects of real estate transactions.

With a better understanding of the "product", you'll be ready to fine tune your sales and marketing skills. You'll learn proven techniques for attracting profitable listings, prospecting for new clients and customers and how to "close the sale".

Curriculum

Canons and Code of Ethics (ODRE and NAR requirement)
Residential Construction
Fair Housing
Environmental Issues
Anti-Trust: Risk Reduction
Sales and Marketing Strategies
Agency

Approved for 30-hours of real estate continuing education credit including core law, civil rights and ethics.

What Is The [GRI 100 Equivalency Exam](#) Option?

If you feel you already have enough knowledge and no minimum criteria is required. (Due to the specific course content the GRI 100 is the only course available with this option, restrictions of the GRI Policy state that no more than half the course content can be tested out. **No ce credit is available with this option.**)

This examination represents an opportunity to satisfy the requirements of the GRI 100 course without having to go through the entire course. Satisfactory completion of the exam indicates that you have the experience, other National Association of REALTORS classes, designations, and or certifications, pre-licensure courses and/or company training programs that provided you the competency necessary to compete in the marketplace.

The examination topics consists of:

- Residential Construction
- Ethics: Measure of Professionalism
- Antitrust
- Agency Laws, Duties and Disclosures
- Fair Housing
- Sales and Marketing
- Environmental Issues: Discovery & Disclosure

Your GRI 100 completion certificate will be mailed to you upon successful completion of the examination.

Want to sign up? Excited to begin your GRI designation journey? Just click [here](#) and you're on your way!

Experienced real estate practitioners provide proven techniques for attracting new listings, generating more sales, working within the law and enhancing your own professional image. The Ohio REALTOR® Institute Program is continually being refined and updated to provide you with current information that will help you succeed in today's market.

GRI 200

The focus of the **GRI 200** is Negotiating, Risk Management, Technology, and Social Media. Broaden your knowledge in financing and technology and position yourself to succeed.

Upgrade your skills to better serve your clients or customers.

Curriculum

Negotiating
Marketing
Technology
Social Media
Risk Management

Approved for 30-hours of real estate continuing education credit including core law.

Still have questions? Contact us at:
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