

# 2024 GRI Designation Requirements



The GRI Designation is divided into four categories (All classes also qualify for MN CE):

- I. Sales Process
- II. Legal & Regulatory
- III. Technology
- IV. Professional Standards

Our currently approved GRI Accreditation program includes 15 required courses, PLUS additional elective courses to earn a total of 60 credit hours, to be completed within a five year time period.

## One (1) course from all 15 rows is required

### Section I. Sales Process

1. ☐ Essential Real Estate Marketing Guide (2.0 hours)
2. ☐ A Guide to Navigating Real Estate Transactions
3. ☐ Proper Pricing & Secrets of the CMA or The Art of Pricing and Secrets of the CMA (Online @ CEE)
4. ☐ Buyer Counseling: Feels Like the First Time Every Time or How to Counsel Buyers (Online @ CEE)
5. ☐ Counseling Sellers: Fundamentals of Sellers and Listings or Counseling Sellers: From Listing to Closing or Seller Counseling: From Listing to Closing
6. ☐ Negotiating with Confidence and Power: Fundamentals (Online @ CEE) or Negotiating to WIN
7. ☐ How Much Home Can You Really Afford?
8. ☐ The Role of Diversity Marketing in Your Real Estate Practice or Diversity in Housing (Online @ CEE)

### Section II. Legal & Regulatory

9. ☐ Risk Management for Brokers, or Risk Management for Agents (2.0 hours), or Managing Risk in Real Estate Practice (online title), or 2018-19 MN Required Module: Risk Management
10. ☐ Resolving Transaction Disputes
11. ☐ 2017-18, 2019-20, 2020-21 or 2021-2022 MN Required Modules which include Agency & Fair Housing
12. ☐ Real Estate Contracts (Forms 101) or Residential Real Estate Contracts (Online @ CEE)

### Section III. Technology

13. ☐ Business & Communications Technology or Technology for Business and Communications

### Section IV. Professional Standards

14. ☐ Code of Ethics
15. ☐ Professional Standards & Best Practices

Required courses

All classes are approved by the Minnesota Commissioner of Commerce for 3.0 hours of real estate continuing education unless otherwise shown.

**AND choose from Electives to reach  
60 total hours (3 hrs GRI credit each)**

- ☐ New Home Construction Sales 101 (classroom)
- ☐ Home Inspection Basics
- ☐ History of the American Home: Part 1
- ☐ History of the American Home: Part 2
- ☐ Indoor Air Quality: Risks and Remedies
- ☐ Rehab for Resale
- ☐ Service Dogs ADA and the Fair Housing Act
- ☐ Mortgage Fraud Finds New Paths in Real Estate
- ☐ Green Remodeling: Sustainable Ways to Renovate Homes
- ☐ Negotiating with Confidence and Power: Advanced or Advanced Generational Negotiations (classroom)
- ☐ Smart Home; Smart You (classroom)
- ☐ M<sup>3</sup>—Millennials, Marketing, and Money (classroom)

**NEW: Now you have the additional option to customize your GRI with in-depth electives using NAR Certification courses, (credit hours vary):**

- At Home With Diversity (AHWD)
- Broker Price Opinion Resource (BPOR)
- Certified Real Estate Team Specialist (CRETS)
- e-PRO
- Military Relocation Professional (MRP)
- Pricing Strategy Advisor (PSA)
- Resort & Second-Home Property Specialist (RSPS)
- SRS – Seller Representative Specialist
- SRES – Senior Real Estate Specialist

**\*\*To inquire about using other NAR designation or certification courses, please contact Amy Vannurden at [avannurden@mnrealtor.com](mailto:avannurden@mnrealtor.com).**

Earn MN CE while earning GRI credits. Take up to 5 years to complete any combination of live classes with the MN Realtors® and on-line classes with [ContinuingEdExpress.com](http://ContinuingEdExpress.com) that are approved towards the Designation, to earn at least 60 credit hours in total. Most DOC-required modules and Code of Ethics can be applied.

Find live offerings on the education [calendar](#)

Find online classes [here](#). For more information visit [mnrealtor.com](http://mnrealtor.com) and view our [Professional Development](#) page

For NAR Certification courses:  
[nar.realtor/designations-and-certifications](http://nar.realtor/designations-and-certifications).

More information on the GRI Designation can be found [here](#) or contact Amy Vannurden at [avannurden@mnrealtor.com](mailto:avannurden@mnrealtor.com).

The GRI designation is the only NAR designation with state-specific content and the only one which does not have a yearly fee attached. You pay a one-time \$50 application fee upon completion of your courses and you hold the designation for life.

**Your Name** \_\_\_\_\_