

IMPORTANT INFORMATION – Graduate, REALTOR® Institute (GRI) designation

GREC Course Code 68573: This course code combines two GRI Core Courses ("Risk Management" and "Skill Building"). Students will earn 30 hours Sales Post-License credit and 9 hours of CE credit. (In-class exam required - passing score of 75% or higher.) GREC School #271 – Georgia Association of REALTORS®

This course satisfies both your NAR Code of Ethics membership requirement and, as of November 6, 2018, the GREC License Law education requirement!

GREC Policy: IF YOU HAVE PREVIOUSLY TAKEN THIS COURSE IN THE LAST 366 DAYS OR EITHER OF THE TWO GRI CORE COURSES, YOU WILL NOT RECEIVE CREDIT FOR COURSE CODE 68573.

School Policy: You must be on time and present for the entire session to receive credit.

GAR Scholarships: This course is eligible for a GAR Scholarship. For GRI Core Courses ("Risk Management," "Skill Building," and "Systems and Tools") taken in the same calendar year, you may combine the tuition fees and apply for one scholarship for the total tuition amount. The Scholarship Application Deadline will be determined based on the completion date of the last GRI Core Course taken during that calendar year for which you are applying for a scholarship. For GAR Scholarship information, [Click Here](#) (or go to <https://garealtor.com/education/scholarships/gar-licensee-scholarships/>)

Course Description – Risk Management (GRI Core Course): REALTORS® are exposed to license law and the Code of Ethics when they take the pre-license class. Often along the way, this information is forgotten and can put the REALTOR® and their brokerages in tremendous jeopardy. Risk Management is designed to be an in-depth course study of the most critical aspects of their everyday responsibilities.

This course includes a detailed breakdown of the structure of the Code of Ethics and how each Article has practical application to a REALTOR®'s everyday business using actual case studies. It will also provide knowledge of the law and how it applies to their practice to reduce the REALTOR®'s liability. In addition, this course will provide an understanding of situations that can complicate a transaction such as procuring cause, arbitration, professional standards, BRRETA, diversity, fair housing, mortgage fraud, and antitrust. The importance of these items cannot be understated and can be the difference between maintaining status as a REALTOR® and losing their license.

REALTORS® will also have a good understanding of what the National Association of REALTORS® does for them along with their local and state associations and how the actions of their Associations have an effect on how they do business. REALTORS® will also learn how to take advantage of free benefits that can earn them income and save money.

Course Description – Skill Building (GRI Core Course): REALTORS® are obliged to follow the Code of Ethics which raises their level of commitment to being the best they can be in all aspects of the industry including professional expectations. Skill Building will enhance and fine tune the REALTOR'S® base in key areas crucial to making them an exemplary professional who can offer true knowledge and expertise to their clients and customers.

This course will ensure REALTORS® use their forms correctly, understand the legal responsibilities when representing buyers and sellers, RESPA, best practices when negotiating, valuation of properties, branding, marketing, handling objections and an overall knowledge of the Code of Ethics. All the tools they need to be the best REALTOR® they can be.

REALTORS® will have a broader view of the importance of the spirit of cooperation when working with other REALTORS® and licensees. REALTORS® will also learn how to work to keep client's interests primary and how to handle difficult situations.

GRI, Sales Post-License and CE Credit: You must be in the classes the entire time and receive 75% or higher exam grades to pass class and earn GRI Credit and Sales Post-License credit. (Georgia CE credit for each individual course – not Sales Post-License – may be earned with a lower exam grade.)

How to Earn your GRI Designation: For specific requirements, [click here](#) or go to <https://garealtor.com/education/gri/gri-requirements/>.

For additional information on the GRI designation, go to georgiagri.com.