

IMPORTANT INFORMATION

Graduate, REALTOR® Institute (GRI) designation

Skill Building (GRI Core Course) - GREC Course Code 67554 – 15 Georgia CE Credits

This course satisfies your NAR Code of Ethics membership requirement!

(Sales Post-License Credit: Combine the two GRI Core Courses of "Risk Management" and "Skill Building" and earn Sales Post-License credit instead of CE credit for each separate course. For more information, [click here](#), or go to <https://garealtor.com/education/gri/about-gri/>, and scroll down to the "Sales Post-License Course section of that page.)

GREC Policy: IF YOU HAVE TAKEN THIS COURSE IN THE LAST 366 DAYS, YOU WILL NOT RECEIVE CE CREDIT.

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: 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 & CE Credit: You must be in the class the entire time and receive 75% or higher exam grade to pass class and earn GRI Credit. (Georgia CE may be earned with a lower exam grade.)

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

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

GREC School #271 – Georgia Association of REALTORS®