

# GRI - Graduate REALTOR® Institute

**RI 401: Understanding Agency (Required)**

**RI 402: Financing Alternatives (Required)**

**RI 403: Personal Promotion (Optional)**

**RI 404: The Cyber-REALTOR (Required)**

**RI 405: Pricing, Listing, & Marketing the Property (Required)**

**RI 406: What Did I Agree To? (Required)**

**RI 407: Managing Risk (Required)**

**RI 408: Tax & Investment Strategies for Real Estate (Optional)**

**RI 409: Business Development (Required)**

**RI 410: The Code of Ethics IS Good Business (Required)**

**RI 411: Successful Settlement - Managing the Transaction (Required)**

**RI 412: Residential Construction & Selling New Homes (Optional)**

**RI 413: Psychology of the Sale (Optional)**

**RI 414: Negotiation: Working for a Yes (Optional)**

**Equivalent Credits Earned (Optional)**

GRI is a professional designation, which stands for Graduate, REALTOR® Institute. GRI is recognized nationwide as the standard for real estate professionalism and knowledge. To earn the GRI designation, you must complete twelve modules of the REALTOR® Institute in any order, receive a passing mark on each module examination, and complete the GRI Designation Application Form. Additionally, you may not miss more than 15 minutes of any one module and you must hold membership in the National Association of REALTORS®.

Shown above are the 14 core modules of Virginia's REALTOR® Institute program. Nine of these modules are "required" to be completed and students will need to take three of the five "optional" modules to earn their designation.

In addition, other courses have been approved for optional GRI credit as follows:

- The ABR (Accredited Buyer's Representative) designation course
- Introduction to Commercial Investment Real Estate
- Introduction to Property Management
- At Home with Diversity
- Certified Buyer Representative (CBR) designation course
- Senior Real Estate Specialist (SRES) designation course
- Land 101 Course.
- Certified New Homes Sales Program or CRS 107: Mastering the Art of Selling New Homes (for RI 412 only)
- ePRO (for RI 404 only)

You must send in written verification of successful completion of equivalent courses taken to VAR. Other courses will be considered for credit if requested in writing. All Realtor® Institute course work must be completed within five years. If you have questions about the GRI designation program, please contact VAR by phone at (800) 755-8271 or e-mail at [educator@VARealtor.com](mailto:educator@VARealtor.com).