

Place  
Stamp  
Here

Ohio Association of REALTORS®  
200 East Town Street  
Columbus, Ohio 43215-4648

Don't forget to visit us on our Web Site for additional educational opportunities at <http://www.ohiorealtors.org>

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## ***The GRI designation is the most common designation among those who hold any designations, held by 19% of REALTORS® - NAR Member Profile (2008)***

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### 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 three courses, (30-hours each) which can be taken in any sequence, and are designed to meet the needs of both the experienced and inexperienced.

Note: To keep your designation goal in focus, the National Association of REALTORS® recommends completion of all three courses within five years.

### 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®.

### WHO ARE OUR INSTRUCTORS?

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

### CAN I TAKE THE COURSES OUT OF SEQUENCE?

Yes. Select the format that best suits your schedule:

“ Full Four Day Format ”

Each GRI Program (100, 200 & 300) is held on four consecutive week days with an exam given on the last day.

“ Modular Format ”

You can take any GRI Course in any combination of individual days – take it one-day at a time or two-days at a time – You choose the format! The exam will be given on the last day, upon completion of all four days.

### 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 includes Core Law, Civil Rights and Ethics, and GRI-300 includes Core Law as required by the Ohio Division of Real Estate for license renewal. This is a great way to earn your Continuing Education credits while working on your *GRI 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®.

### WHAT IS THE GRI 100 EQUIVALENCY EXAM OPTION?

You can test out of this program 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.

Get the  
Professional  
Edge you need  
To set  
Yourself apart  
From the  
Competition!



***The Mark of Excellence***



**Ohio Association of REALTORS®**  
200 East Town Street  
Columbus, Ohio 43215  
Phone 614/228-6675  
Fax 614/241-2848  
[www.ohiorealtors.org](http://www.ohiorealtors.org)

# GRI 100

In this program 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.*

# GRI 200

The focus of the GRI 200 is Negotiating, Commercial, Technology, Investment Real Estate and Financing. Broaden your knowledge in financing and technology and position yourself to succeed.

Whether you are involved in the sale of residential or commercial property – this is a great way to learn about other specialty areas in real estate plus upgrade your skills to better serve your clients or customers.

## CURRICULUM

Negotiating  
Financing  
Secondary Mortgage Market  
Technology  
Commercial, Industrial and Investment Real Estate

*Approved for 30-hours of real estate continuing education credit.*

# GRI 300

GRI 300 introduces you to contracts, management, appraising, taxation and legal issues. Do your appraisal and marketing skills need sharpening? Are you up-to-date on the tax implications of buying and selling real estate? If you're already a broker – sharpen your skills – if not . . . this course will give you insight into the various aspects to assist you in the real estate business.

## CURRICULUM

Real Estate Taxation  
Advanced Appraising  
Brokerage Management  
(Organizational Management & Strategic Planning)  
Brokerage Management  
(Financial & Marketing)  
Contract Laws and Legal Issues  
Future Trends

*Approved for 30-hours of real estate continuing education credit including Core Law.*

Detach and return to OAR Headquarters

**Yes. I want the GRI Advantage.** Please send me more information on locations and a registration form. Or call OAR's Professional Development Group at 614/228-6675 to register.

Name (Print as on license) \_\_\_\_\_ License # \_\_\_\_\_  
Name of Firm \_\_\_\_\_ E-mail \_\_\_\_\_  
Street Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Telephone \_\_\_\_\_ Fax \_\_\_\_\_  
Name of your primary Board/Association \_\_\_\_\_

***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.***