



**NATIONAL
ASSOCIATION OF
REALTORS®**

2023 - 2027



Application for GRI Designation

Name: _____ MS License #: _____

NRDS #: _____

Mailing Address: _____ City, State & Zip: _____

Telephone No.: _____

E-Mail Address: _____

Company: _____

Name of Local Board: _____

You must complete a minimum of 60 hours of the following courses within 5 years to qualify for the GRI Designation. All classes must be taught by the Mississippi REALTORS® Institute in a classroom setting and notated that it is certified as a GRI course.

Please submit proof of the following classroom completions at the Mississippi REALTORS® Institute:

24 Hours	16 Hours	20 Hours in any of the following Designation/Certification courses
4 Hours Contract Law	4 Hours Risk Management	ABR
4 Hours License Law	4 Hours Marketing	SRS
8 Hours Agency Law	4 Hours Best Practices	RENE
4 Hours Code of Ethics	2 Hours Foreclosures	CRB
2 Hours Fair Housing	2 Hours Technology	C-RETS
2 Hours Safety		The Right Start
		Real Estate Professional Assistant

After verification of requirements, the Mississippi REALTORS® Institute will send your GRI packet consisting of a certificate, press release and pin. Please allow 4-6 weeks for delivery. Your name will be added to the NATIONAL ASSOCIATION OF REALTORS® database of GRI Designees. You must be a member in good standing with the NATIONAL ASSOCIATION OF REALTORS® to use and maintain the designation.

Please send completed Application and Application fee of \$100.00 to:

Mississippi REALTORS®, 4274 Lakeland Drive, Flowood, MS 39232

Or email to: shumphrey@msrealtors.org

For questions, please call (601) 932-5241

_____ Credit Card Number: _____ Exp. Date: _____

_____ Check

_____ Cash





Accredited Buyer's Representative Designation Course

16 Hours

This two-day course is the first step towards becoming an ABR® designee. It will teach you:

- Methods, tools, and techniques to provide the support and services that buyers want.
- How to increase your revenue and referrals and reduce your risk.

With specialized education and exclusive member benefits, ABR® designees are equipped to guide homebuyers through every stage of the home buying process.



14 Hours

The Seller Representative Specialist (SRS) designation, recognized by the National Association of REALTORS®, is the premier credential in seller representation. It is designed to elevate professional standards and enhance personal performance. SRS is a global community of REALTORS® who use their ideas and expertise to professionally and ethically represent sellers.



16 Hours

The first and only negotiation credential recognized by the National Association of REALTORS®. The RENE is designed to elevate and enhance negotiating skills so that today's real estate professional can play the game and win.



Real estate professionals know the industry is in a constant state of evolution and change. To remain competitive in today's business environment, it's vital to stay ahead of the information and knowledge curve. CRB equips brokers, owners and managers with advanced business management education, resources, and tools for achieving maximum profitability, productivity, and performance.

21 Hours - Multiple 7 Hour Courses



14 Hours

Build, lead, and manage your dream team with C-RETS
The C-RETS certification is the first and only team credential recognized by the National Association of REALTORS®. The premier certification for high performance teams, C-RETS is designed to elevate and enhance team development, individual leadership skills, and improve financial performance.



Certificate Program

The Right Start: Your Path to Success

You need the "Right Start!" This comprehensive training solution teaches new licensees or licensees that need a fresh start how to generate business and secure buyer & sellers to start making money! This flexible and comprehensive program provides you with the tools, training, and best practices to get your business up-and-running. There are three parts to the program -- each offering their own course completion certificate.

NOTE: Completion of all three programs counts as [an elective](#) towards the [SRS Designation](#).

21 Hours - 3 - 7 Hour Courses



**REAL ESTATE
PROFESSIONAL ASSISTANT
Certificate Program**

Have you heard about our new course for assistants? The Real Estate Professional Assistant Certificate course* is designed to sharpen current professional assistant's skills or jumpstart an aspiring assistant's career. As a result, the assistant will become an irreplaceable part of the agent's business plan or team, and help manage risk.

**The Real Estate Professional Assistant Certificate course was developed by REBI in partnership with the National Association of REALTORS® / Center for REALTOR® Development.*

14 Hours

We recommend the employers attend this workshop with their assistants.
