



New Hampshire REALTOR® Institute
2009 GRI Designation Program

Invest for Success – Become a GRI

Earning your GRI can provide you the marketing edge that sets you apart from others. The Graduate REALTOR® Institute (GRI) designation helps increase your income potential, develop self-confidence, sharpen your skills and helps build a strong referral network with your classmates. By applying the information you learn you can bring your career to a professional level that will recognize you as a leader in the industry.

By investing in a strong education foundation buyers, sellers and other real estate professionals will notice your commitment to providing a high level of professional service to your clients. Wearing your GRI pin or using the GRI logo on your stationery or business cards, communicates a message to the public about your dedication, knowledge and commitment to service.

The GRI designation is granted through State Associations whose courses of study meet the standards set by the National Association of REALTORS® and is available to NAR members only. Therefore, you must maintain your REALTOR® status in order to keep your GRI designation. Unlike other designations, there are no annual fees. **The NH GRI program provides for 96 hours of class time and consists of one four-day module and 6 two-day modules.** You must complete all modules and receive at least a 75% passing grade in order to obtain your GRI designation. **Modules may be taken in any order and must be completed within 5 year's from the student's start date.**

2009 NH REALTOR® Institute GRI Schedule

NH GRI Modules	Instructors	Dates	Location
NHAR REPS 101 & 102 (GRI 101 & 102) - Income Chain, Business Development, Marketing Tools, Creating Partnerships with the Seller/Buyer, Closing Techniques, Negotiating the Transaction, Success Planning & Profitability. NOTE: ALL FOUR DAYS IN A SERIES IS REQUIRED AND CANNOT BE SPLIT.	Roger Turcotte Monika McGillicuddy Anita Hill	SERIES I – 04/06 + 04/07 04/16 + 04/17 SERIES II- 06/11 + 06/12 06/18 + 06/19 SERIES III – 10/22 + 10/23 10/29 + 10/30	NHAR Office
GRI 103 – Code of Ethics; REALTOR® Professional Guidelines; Contracts; Agency	McGillicuddy Johnson	3/26 + 3/27	NHAR Office
GRI 104 – Serving the Generations-Consumer Centrix; Sales and Marketing Training (How to Market Yourself Networking and Referrals) ; How to Meet, Greet and Connect; Mega Agent Magic-Secrets to Top Producers;	McGillicuddy Millett Pugliese	6/29 + 6/30	NHAR Office
GRI 105 – Risk Management in Real Estate; Business Planning	Brouters	7/09 + 7/10	NHAR Office
GRI 106 – Money, Taxes and the Real Estate Agent; Investments in Real Estate	Lundstedt	05/07 + 05/08	NHAR Office
GRI 107 – Technology Contact Management and E-Mail; Tech Tools for the Real Estate Agent, Property Inspection, Appraisals and Property Management	Chorew McLane	10/01 +10/02	NHAR Office
GRI 108 – Financing; Government Effect on Real Estate; Cultural Diversity	Macaluso	11/05 + 11/06	NHAR Office