



REQUIREMENTS TO EARN THE GRI DESIGNATION

All requirements must be completed within five years from your first class. An application fee is due and payable with your first module registration.

As of January 2008:

Required classes:

100,101, 201, 202, 203, 204, 307 and 308

Elective Classes

306, 309, 311, 312, 314, 315, 316, 317, 318, 319 and 320

****Module 204 can be used as elective credit for students who started the program prior to 1/2008.**

Two-day classes: 101, all of the 200 series, 308, 314 and 318. All other classes are one-day. All classes begin at 8:00 a.m. **Please note the Modules 314 & 318 will count as two electives.** Pricing: **Please contact the Course Provider to verify cost of each class**

COURSE ALTERNATIVE: If you have been in real estate for 3 yrs or more or had a production of 36 closed transaction sides, you may be eligible for the GRI Alternative class option. Information and application form is available on our website:

www.aaronline.com. (You must fill out the application form and receive approval **prior to taking the alternative course(s)**.)

Online Module: We offer an online version of Module 100, Business Planning. Complete information regarding this online class is available on our website: www.aaronline.com

MODULE CONTINUING EDUCATION CREDIT RECAP

| | | General | Contract Law | Agency Law | Commissioners Standards | Legal Issues | Disclosure | Fair Housing Issues |
|-----|---|---------|--------------|------------|-------------------------|--------------|------------|---------------------|
| 100 | Business Planning | 6 | | | | | | |
| 101 | Selling & Marketing Strategies | 11 | | | | | 3 | |
| 201 | Financing | 11 | | | | 3 | | |
| 202 | The Contract Class | | 5 | 3 | | 3 | 3 | |
| 203 | The Agency Class | | 3 | 5 | | 3 | 3 | |
| 204 | Risk Management | | | | 3 | 6 | 5 | |
| 306 | Selling New Homes | 3 | | 3 | | | | |
| 307 | Multi-Cultural Marketing | | | | | | | 6 |
| 308 | Code of Ethics/Procuring Cause | | | 3 | 5 | 3 | 3 | |
| 309 | Assistants | 3 | | | 3 | | | |
| 311 | Environmental Integrity | | | | | 3 | 3 | |
| 312 | Effective Consumer Service | 6 | | | | | | |
| 314 | Technology Strategies for the New Marketplace | 14 | | | | | | |
| 315 | Negotiation Through Effective Communication | 6 | | | | | | |
| 316 | Mentoring and Coaching | 6 | | | | | | |
| 317 | How to Select a Property Management Company | 3 | | | | 3 | | |
| 318 | Property Management for Property Managers | 6 | 3 | | 3 | 3 | | |
| 319 | Tax Deferred (1031) Exchanges & Residential Real Estate Investors | 6 | | | | | | |
| 320 | Advanced Customer Care through Technology | 6 | | | | | | |