



**HOW THE REALTOR® INSTITUTE OF VIRGINIA CAN HELP
Virginia Continuing Education and Post Licensure**



Continuing Education Requirement: For those licensed before 12/31/2003, sixteen hours of continuing education are required; eight of the sixteen required hours must include fair housing laws (minimum 2 hours to include an update on current cases and administrative decisions under Fair Housing laws), state real estate laws and regulations, ethics and standards of conduct, real estate contracts, **and** real estate agency. Remaining hours can be in either mandatory or real estate related topics.

Post-Licensure Requirement: For those licensed after January 1, 2004, during the first two years of licensure, thirty (30) hours of education are required in order to renew the license. Licensees must choose a practice track and within each practice track there are mandatory topics and elective topics. Once a practice track is selected, the new licensee must complete all the mandatory hours within that practice track. Elective hours may be chosen from the same practice track or from another practice track. The nine “required” modules will satisfy the 30-hour requirement for Post Licensure education.

REALTOR® Institute of Virginia As of January 1, 2004	Required or Optional for GRI Designation	Continuing Education Hours Approved						Post-Licensure Education Hours Approved	
		Legal Updates and Emerging Trends	Ethics and Standards of Conduct	Fair Housing	Real Estate Agency	Real Estate Contracts	Real Estate Related	Residential Real Estate Mandatory Topics	Residential Real Estate Elective Topics
RI 401: <i>Understanding Agency</i>	Required				3 Hours		4 Hours	Agency Law 3 hours	
RI 402: <i>Financing Alternatives</i>	Required						7 Hours		Finance 3 hours
RI 403: <i>Personal Promotion</i>	Optional								
RI 404: <i>The Cyber-REALTOR®</i>	Required								Technology 3 hours
RI 405: <i>Marketing the Property: Pricing, Listing, & Marketing</i>	Required						4 Hours		Property Valuation/ Listing Process 3 hours
RI 406: <i>What Did I Agree To?</i>	Required	2 Hours				2 Hours	3 Hours	Offer to Purchase 3 hours Real Estate Law 3 hours	
RI 407: <i>Managing Risk</i>	Required	2 Hours		2 Hours			3 Hours	Fair Housing 3 hours	
RI 408: <i>Tax & Investment Strategies for Real Estate</i>	Optional						7 Hours		
RI 409: <i>Business Development (as of 1/31/05; prior to that date, only 2 hours of Business Planning for Post Licensure)</i>	Required								Business Planning 3 hours
RI 410: <i>The Code of Ethics IS Good Business</i> <i>** This module also satisfies NAR's quadrennial ethics training requirement.</i>	Required		3 Hours				4 Hours	Ethics and Standards of Conduct/Current Industry Trends 3 hours	
RI 411: <i>From Contract to Closing</i>	Required						6 Hours		Selling Process 3 hours
RI 412: <i>Residential Construction & Selling New Homes</i>	Optional						4 Hours		Land Use Issues 1 hour
RI 413: <i>Psychology of the Sale</i>	Optional								
RI 414: <i>Negotiation: Working for a Yes</i>	Optional								

*Note: To earn the GRI designation in Virginia, you must complete the nine “required” modules and take three of the five “optional” modules (or approved equivalent credit); you must receive a passing grade for each module examination; you may not miss more than 15 minutes of any one module session; you must hold membership in the NATIONAL ASSOCIATION OF REALTORS®; and you must complete the GRI Designation Application and pay the one-time fee of \$25.



REALTOR® Institute of Virginia



- **What is the REALTOR® Institute?**

GRI is a professional designation which stands for Graduate, REALTOR® Institute. GRI is recognized nationwide as the standard for real estate professionalism and knowledge. Virginia's REALTOR® Institute programs consists of twelve one-day modules of 7 1/2 hours each and has ranked as one of the country's top Institute programs.

- **How do I earn my GRI designation?**

To earn the GRI designation in Virginia, you must complete the nine "required" modules and take three of the five "optional" modules or equivalent credit. You must receive a passing grade for each module examination; you may not miss more than 15 minutes of any one module session; you must hold membership in the NATIONAL ASSOCIATION OF REALTORS®; and you must complete the GRI Designation Application Form.

- **How do I begin?**

Just do it! If you have never taken part in the GRI program, you may begin by signing up for any of the modules. Since you don't have to take the modules in any particular order, you can customize the program to fill your specific needs at any time.

- **Who should attend the REALTOR® Institute?**

Real estate professionals who want a competitive edge! Agents, brokers, office managers, new REALTORS® and seasoned real estate professionals all benefit from the up-to-date information offered at the REALTOR® Institute. Attendance is open to non-REALTORS®, however, REALTOR® membership is required in order to be awarded the GRI designation.

- **Why attend the REALTOR® Institute?**

Attending the REALTOR® Institute will:

- Increase your earning potential.
- Teach you the latest farming, listing, financing and marketing techniques.
- Give you greater professionalism.
- Introduce you to colleagues for referrals and networking
- Broaden your career horizons.

- **What coursework is required?**

There are the fourteen 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, and the Land 101 Course. The Certified New Homes Sales Program (for RI 412 only) and e-Pro (for RI 404 only) have also been approved. 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@VARealator.com.

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