



ACCREDITED BY THE NATIONAL
ASSOCIATION OF REALTORS®

THE SOUTH DAKOTA ASSOCIATION OF REALTORS®

204 North Euclid Ave. Pierre, South Dakota 57501 • 605-224-0554 • Toll Free in S.D. 1-800-227-5877 •



GRADUATE,
REALTOR®
INSTITUTE

South Dakota REALTOR® Institute

GRI PROFESSIONAL DESIGNATION PROGRAM



South Dakota's
REALTOR® Institute
GRI Designation Program

WELCOME to the SD REALTOR® Institute!

On behalf of the South Dakota Association of REALTOR®S, I would like to thank you for realizing the value of quality education in the real estate industry. By attending our REALTOR® Institute (GRI) Program courses, you will not only earn credit toward your GRI Professional Designation, you will also be earning Continuing Education Credits (CE) towards your real estate or appraiser license renewal.

In this GRI Information Packet you will find:

- ◆ GRI Informational Brochure
- ◆ "Learn More... Earn MORE" Fact Sheet
- ◆ "Keep it in the Family" NAR Designation Sheet
- ◆ SDAR Educational Overview Calendar
- ◆ GRI Program Policies
- ◆ NEW GRI Program Requirements
- ◆ Progress Report Sample
- ◆ GRI Designation Application
- ◆ GRI Class Registration Form
- ◆ Flyers for Upcoming Courses
- ◆ FAQ Flyer

After each GRI class you attend, you will receive a Completion Letter with your exam score, amount of GRI credit received, and the amount of CE that will be turned into the South Dakota Real Estate Commission on your behalf. It is very important that you retain a copy of each completion letter as proof of your successful fulfillment of all required subject matter in the GRI Designation Program. When all courses have been completed, you will then be required to submit the GRI Designation Application along with copies of the completion letters you have received. Upon the satisfactory review of your program credits you will be conferred as a Graduate of the REALTOR® Institute, GRI!

For questions about the SD REALTOR® Institute (GRI) Program, please contact SDAR Staff at 1-800-227-5877 or visit the SDAR website, www.sdrealtor.org.

Again, Welcome to the GRI Program!

FAQ's about GRI...

What does G-R-I stand for?

GRI is the acronym for "Graduate [of the] REALTOR® Institute." Those individuals who have attained the designation are referred to as 'GRI Designees', while those who have begun the GRI Program but have not yet completed the required course subject matter are referred to as 'GRI Candidates'.

How do I begin my GRI designation Program?

Simply by attending a course that is offered in the GRI program series.

Do I receive CE when I attend a GRI course?

Yes! Each course is evaluated by the SD Real Estate Commission and the Appraiser Certification Department who determines the appropriate amount of CE available for attendees.

Who tracks the amount of GRI credits I have earned?

SDAR keeps a record of all GRI candidates and the amount of credits earned towards the GRI designation. Each member is responsible for retaining class completion letters. When an individual finishes their GRI Designation Program the letters are then used as verification that all criteria has been met.

Does the GRI Designation usage require additional fees?

Unlike other designations, the GRI Designation has no additional usage fee, no annual education requirement, and only your membership in the National Association of REALTORS® is required!

How long will it take to earn my GRI?

Although there is no limit on the amount of time one may take to complete the program, it is strongly recommended by NAR that the GRI designation program be completed over a period of two years. It is possible to complete the program in the recommended amount of time and avoid any potential loss of credit due to changes in accreditation requirements between cycles.

Who do I contact if I have questions?

If you have any questions about South Dakota's REALTOR® Institute GRI Professional Designation Program, you may contact SDAR Education staff to assist you.

SOUTH DAKOTA ASSOCIATION OF REALTORS®



REALTOR® Institute
GRI PROFESSIONAL DESIGNATION PROGRAM

204 North Euclid Ave. Pierre, South Dakota 57501 • 605-224-0554 • Toll Free in S.D. 1-800-227-5877 • FAX 605-224-8975



Why should I learn the GRI designation...?

In today's competitive business environment you need more than just motivation and initiative to succeed, you need the advantage of the education you receive in the GRI program.

The REALTOR® Institute is more than twenty-five years old and has graduated thousands of REALTORS®. GRI designees find that their GRI designation is a powerful tool for attracting and building new business. The GRI designation indicates to buyers, sellers and other real estate industry professionals that you have made the commitment to provide a high level of professional service to your clients by securing a strong educational foundation.

The GRI designation is obtained by attending an intensive series of classroom instruction in selected subject areas for the purpose of educating practitioners about local, state, and national real estate practices that affect them and their clients. As a bonus, GRI courses are taught by leading real estate professionals from around the country and every course is SDREC approved for CE towards license renewal!

GRI Designees are...

- Nationally recognized as top performers in the real estate industry
- Professionally trained
- Knowledgeable
- Dedicated to bringing quality service
- Better Informed on current real estate issues
- Equipped to provide superior service



Let the GRI Designation help your business, learn more and earn MORE!!!

The REALTOR® Institute was developed by the National Association of REALTORS® for use by State REALTOR® Associations. Although the National Association establishes the specific criteria, State Associations are permitted to tailor the prescribed subject to best suit the needs of its membership. Every five years each State Association must submit its GRI Program to the National Association for reaccreditation. This process assures the quality of the GRI programs and preserves the integrity of the Designation, GRI.

South Dakota's GRI Program is comprised of 88 hours of required coursework covering four topic areas:

- **Sales Process:** Business development, sales & marketing, customer and client services, and cultural diversity
- **Legal & Regulatory:** Fair housing, brokerage relationships, contracts, and environmental issues
- **Technology:** Communications, general technology, and real estate business technology
- **Professional Standards:** NAR Code of Ethics and Standards of Practice, arbitration, and mediation.

SDAR's current GRI program consists of 11 required course modules and has been accredited for the period encompassing 2013 - 2018. Courses are in a one day format and may be taken in any order. All GRI Candidates are required to receive a minimum passing score of 70% on final exams for successful completion of a course module.

GRI	COURSE TITLE	GRI Credit Hrs.
101	X-SELLERATION PART I	8
102	X-SELLERATION PART II	8
103	ORDER IN THE COURT	8
104	SIGN AND SHINE	8
105	ROLLING IN THE DOUGH	8
106	CONSTRUCTION JUNCTION, WHAT'S YOUR FUNCTION?	8
107	ETHICS & CONDUCT	8
108	LEGAL ISSUES	8
109	IT'S A SMALL WORLD AFTER ALL	8
110	GET YOUR TECH ON	8
111	PLANNING YOUR REAL ESTATE CAREER	8
TOTAL PROGRAM HOURS :		88



Did you know...?

- According to the data in the 2013 National Association of REALTORS® Profile, twenty-one percent (21%) of all REALTORS® have earned the GRI Designation.
- According to the member survey conducted in 2013 by the National Association of REALTORS®, REALTORS® with a designation earn over \$27,600 more annually than non-designees.
- The GRI Program helps expand your network of real estate professionals by establishing new contacts at GRI courses which generates more leads and referrals.

Read what others are saying...

Phelan Stahl - GRI Designee Dec. 17, 2007
Huron Board of REALTORS®

"There can never be enough education in our tough real estate world and the GRI Program provides a great floor plan."

Pat Goebel - GRI Designee June 27, 2011
Lewis & Clark Board of REALTORS®

"I took the GRI designation courses to better serve my clients and myself. It was one of the best decisions I've made in real estate. The courses are reasonable, knowledgeable, and fun. Completion, even though I took my time, was a goal that I had set for myself early in my career. Help your clients; help yourself. You will be pleased you did!"

David Fuchs - GRI Designee August 9, 2007
Northeast South Dakota Board of REALTORS®

"The GRI program is a great way to meet continuing education requirements and get professional recognition at the same time. The classes and cost are well worth the benefit."

James T. Bultsma - GRI Designee March 30, 2007
Southern Black Hills Association of REALTORS®

"I finally earned my GRI designation! It was worth all the time and energy. I feel better prepared and more confident in representing my clients. It is an excellent program."

Elaine Robinson - GRI Designee January 19, 2011
Mitchell Board of REALTORS®

"I would encourage anyone who is serious about their real estate business to obtain the GRI designation. The various courses provide a wealth of information and I found the classroom environment to be very interesting and helpful. The staff at SDAR provide great instructors ~ you will come away with lots of ways to improve the way you do business!"

NATIONAL ASSOCIATION OF REALTORS®

AND THE

SOUTH DAKOTA ASSOCIATION OF REALTORS®



Since 1974, the Graduate, REALTOR® Institute (**GRI**) symbol has been the mark of quality real estate professionals who are recognized in their industry as being more knowledgeable, highly skilled, and better equipped to serve and protect their clients. In today's competitive real estate environment you need more than just motivation and initiative to succeed, you need an advantage. The education offered in the South Dakota REALTOR® Institute (GRI) Program will provide the specific tools needed to make your business profitable, successful, and lasting.

- **DISTINCTION** - *According to the National Association of REALTORS®, 33% of REALTORS® have obtained at least one professional designation, the most popular is the GRI designation with 19% of all REALTORS® earning theirs.*
- **PROFESSIONAL VALUE** - *According to the member survey, REALTORS® who have attained a designation earn 73% More than REALTORS® without any designations.*
- **MAKING CONNECTIONS** - *Expand your network of real estate professionals by making valuable contacts with which generate more leads and referrals.*

The GRI designation indicates to buyer, sellers, and other real estate professionals that you have secured a strong educational foundation for the purpose of providing your clients with exceptional service.

The GRI Designation Program in South Dakota is offered exclusively through the South Dakota Association of REALTORS®. Contact SDAR for information on course schedules, location and tuition by calling (605) 224-0554 or visit our website at:

www.sdrealtor.org

click on **EDUCATION!**



South Dakota
ASSOCIATION OF REALTORS®

204 North Euclid Avenue
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Keep it in the REALTOR® Family

Now there's one place to go to find all the official REALTOR® classes, seminars and online education information. Visit www.REALTOR.org/edmatrix.

With the NATIONAL ASSOCIATION OF REALTORS® and its Institutes, Societies and Councils you have the opportunity to earn valuable certifications and designations that can:

- Increase your income*
- Build your skills to provide specialized expertise
- Add prestige to enhance your professional image
- Increase your marketability, proficiency and productivity

Find out more about the official NAR family of designations and certifications at www.REALTOR.org/education.

Earn An Official REALTOR® Designation or Certification

Official NAR Designations:



ABR®, Accredited Buyer's Representative, Real Estate Buyer's Agent Council (REBAC), 1-800-648-6224, www.REBAC.net



ABRM™, Accredited Buyer's Representative Manager, Real Estate Buyer's Agent Council (REBAC), 1-800-648-6224, www.REBAC.net



ALC™, Accredited Land Consultant, REALTORS® Land Institute (RLI), 1-800-441-LAND (5263), www.riland.com



CCIM™, Certified Commercial Investment Member, CCIM Institute, 1-800-621-7027, www.ccim.com



CIPS®, Certified International Property Specialist, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 8369, www.REALTOR.org/international



CPM®, CERTIFIED PROPERTY MANAGER®, Institute of Real Estate Management (IREM®), 1-800-837-0706, ext. 4650, www.irem.org



CRB™, Certified Real Estate Brokerage Manager, Council of Real Estate Brokerage Managers, 1-800-621-8738, www.CRB.com



CRS®, Certified Residential Specialist, Council of Residential Specialists, 1-800-462-8841, www.crs.com



CRE®, Counselor of Real Estate, The Counselors of Real Estate, 1-312-329-8427, www.cre.org



GAA™, General Accredited Appraiser, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 8268, www.REALTOR.org/appraisal



GREEN, NAR's Green Designation, Green REsource Council, 1-800-498-9422, www.GreenREsourceCouncil.org



GRI™, Graduate, REALTOR® Institute, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 8215, www.REALTOR.org/gri



PMN™, Performance Management Network, Women's Council of REALTORS®, 1-800-245-8512, www.WCR.org



RAA™, Residential Accredited Appraiser, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 8268, www.REALTOR.org/appraisal



RCE™, REALTOR® association Certified Executive, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 8185, www.REALTOR.org/rce



SIOR®, Society of Industrial and Office REALTORS®, 1-202-449-8200, www.sior.com



SRES®, Seniors Real Estate Specialist® 1-800-500-4564, www.seniorsrealestate.com

Official NAR Certifications:



At Home with Diversity®, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 8393, www.REALTOR.org/diversity



e-PRO®, NATIONAL ASSOCIATION OF REALTORS®, 1-866-377-0627, www.eProNAR.com



REPA™, Real Estate Professional Assistant, 1-800-648-6224, www.professional-assistant.com



RSPS, Resort & Second-Home Property Specialist, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 8393, www.REALTOR.org/resort



SFR, Short Sales and Foreclosure Resource, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500 ext. 8268, www.realtorSFR.org



TRC, Transnational Referral Certification, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 8369, www.worldproperties.com

**Based on 2009 survey data, the median income of REALTORS® without a designation was \$28,400, and the median income of those with at least one designation was \$55,700. The difference between the two is \$27,300.*



NATIONAL ASSOCIATION OF REALTORS®

The Voice for Real Estate®





SOUTH DAKOTA REALTOR® INSTITUTE (GRI) PROFESSIONAL DESIGNATION PROGRAM

GRI PROGRAM POLICIES:



MISSION STATEMENT: *The purpose of the SDAR GRI program and the Graduate, REALTOR® Institute (GRI) Professional Designation as established by the NATIONAL ASSOCIATION OF REALTORS® and licensed to and administered by the South Dakota Association of REALTORS® is to encourage and recognize the attainment of higher, common body of knowledge among real estate professionals. Even though all courses are open to anyone, REALTOR® Members wishing to earn their GRI professional designation must complete a program made up of 77 required hours. A GRI Designee will have earned all 77 hours of credit before attaining the designation.*

SDAR's Website's GRI Program information page has all the information you need. Visit us at:

www.sdrealtor.org.

Education – GRI Information

TUITION FEES:

"Tuition Fees" include classroom instruction, student workbook, examination, continuing education credit towards license renewal, administrative fees, and on-site break items and beverages.

Registration for class is not considered confirmed and placement in a class is not guaranteed until receipt of full payment of tuition at the SDAR office.

A registration received the day prior to class (considered to be **within 24 hrs prior** to the class start time) will be considered as an on-site or late registration.

"Early Bird Registration" Tuition Fees

Registrations and payments received more than three weeks (21 calendar days) prior to the start of class

16 Hour Courses (two day format)	Tuition	4 Hour Courses (half-day format)	Tuition
SDAR Members	\$200.00	SDAR Members	\$ 75.00
SDAR GRI Designees	\$100.00	SDAR GRI Designees	\$ 37.50
Non-Members	\$250.00	Non-Members	\$100.00
8 Hour Courses (one day format)	Tuition	6 Hour Courses	Tuition
SDAR Members	\$110.00	SDAR Members	\$ 90.00
SDAR GRI Designees	\$ 55.00	SDAR GRI Designees	\$ 45.00
Non-Member	\$150.00	Non-Members	\$115.00

"Regular Registration" Tuition Fees

Registrations and payments received three weeks (21 calendar days) prior to the start of the class

16 Hour Courses (two day format)	Tuition	4 Hour Courses (half-day format)	Tuition
SDAR Members	\$225.00	SDAR Members	\$100.00
SDAR GRI Designees	\$112.50	SDAR GRI Designees	\$ 50.00
Non-Members	\$275.00	Non-Members	\$125.00
8 Hour Courses (one day format)	Tuition	6 Hour Courses	Tuition
SDAR Members	\$135.00	SDAR Members	\$115.00
SDAR GRI Designees	\$ 67.50	SDAR GRI Designees	\$ 57.50
Non-Member	\$175.00	Non-Members	\$140.00

"Late Registration" and "On-Site Registration" Tuition Fees

Registrations and payments received within 24 hours (considered on-site) prior to the start time of the class

16 Hour Courses (two day format)	Tuition	4 Hour Courses (half-day format)	Tuition
SDAR Members	\$250.00	SDAR Members	\$125.00
SDAR GRI Designees	\$125.00	SDAR GRI Designees	\$ 62.50
Non-Members	\$300.00	Non-Members	\$150.00
8 Hour Courses (one day format)	Tuition	6 Hour Courses	Tuition
SDAR Members	\$160.00	SDAR Members	\$140.00
SDAR GRI Designees	\$ 80.00	SDAR GRI Designees	\$ 70.00
Non-Member	\$200.00	Non-Members	\$165.00

Non-Member Tuition Fees

Courses offered by SDAR, unless a tuition fee has already been established, will be based calculated at \$15/credit hour for non-members. (12/5/00)

REFUNDS:

All requests for refunds need to be submitted **in writing** to SDAR by mail, fax, or e-mail and should include all pertinent information and reason for the refund.

- **Prior to 14 days** - Requests for refunds received 14 calendar days prior to the event will receive a **full refund** minus a processing fee of \$20.
- **14 days or less** - Refunds requested 14 calendar days or less prior to the class will receive a **50% refund minus** a processing fee of \$20.
- **24 hours prior or day of class** - Refunds requested the day before (considered 24 hrs. prior) or the day of the class will **not** be given a refund unless the reason is deemed unavoidable.
- **NO Show/No Call** – Registrants who fail to show-up for class without contacting SDAR are considered “No-Shows” and will not be given a refund under any circumstances.

All approved refunds will be processed within **one week following** the ending date of the course.

SDAR Transfer of Tuition Between GRI Modules

SDAR may approve the transfer of paid tuition fees from one GRI Course to another GRI course within the same calendar year. There is no refund given on tuition transfers if the registrant fails to attend the course. Please contact SDAR to obtain the prescribed request form to complete and submit to SDAR for processing.

SDAR Transfer of Tuition To Alternate Attendee

SDAR may approve the transfer of paid tuition fees from one GRI Course registrant to an alternate who will attend in the registrants place. Transfers to alternate attendees must be within the same calendar year. There is no refund given if the alternate fails to attend the course. Please contact SDAR to obtain the prescribed request form to complete and submit to SDAR for processing.

SDAR Cancellation of Courses

In the event SDAR is forced to cancel a class for reasons outside our control, the students will be able to receive a full refund of the registration fees. This would include: inclement weather, conflict with instructors, and emergency situations.

All educational offerings will be “subject to cancellation” if the projected number of registrants is insufficient to sustain the expense of the course as determined by SDAR staff accounting, SDAR Executive Committee, and the SDAR Education committee.

Course expenses and sufficient registrant numbers are determined on a course –by-course basis due to the variables in instructor fees, accommodations, classroom facilities, traveling expenses, etc. Therefore, the amount determined to be “sufficient registrant numbers” may vary.

GRI Designation Requirements

- You must be an active REALTOR® member in good standing to obtain the GRI designation.
- All GRI course modules must be completed within 5 (five) years of the starting date of your first GRI class.
(Approved 09/25/2013)
- You must complete the GRI designation application in order for your GRI Designation to be awarded.

GRI Exams and Retake Procedures

In Accordance with NAR's policy, GRI Candidates must pass an exam for GRI Credit. SDAR requires a 70% exam score to successfully complete a module. GRI Designees or non-members in attendance for CE only are not required to take the Exam. In the event a student does not receive a 70% passing score, they will be given thirty days from the date of the class to complete and pass a retake exam administered by their local board representative on the SDAR Education Committee. If the student fails the exam a second time, they will be required to retake the module.

Approval of Out-of-State GRI Program Credits

GRI courses taken in other states are eligible to receive credit in South Dakota's GRI Program upon verification of course subject matter. Upon completion of the out-of-state course, the participant should provide SDAR with the course outlines and proof of successful completion. An administrative fee of \$30/per course will be assessed for the transfer of credit.

NOTICE: Local Board educational offerings for the purpose of CE are **NOT** approvable for GRI credit.

GRI Information Packets

SDAR has put together information packets for individuals interested in pursuing the GRI Professional Designation. Packets may be obtained by request from the SDAR Office or any GRI course.

GRI Approved Alternative Courses for GRI Credit

GRI REQUIRED COURSES: <i>"Instead of taking..."</i>	Approved ALTERNATIVE COURSES: <i>"...You may choose instead to take..."</i>
GRI 101 X-Selleration Part I (8 hrs)	<ul style="list-style-type: none"> ▪ CRS 201 Listing Strategies for the RS (16 hrs)
GRI 102 X-Selleration Part II (8 hrs)	<ul style="list-style-type: none"> ▪ CRS 201 Listing Strategies for the RS (16 hrs)
GRI 103 Order in the Court (8 hrs)	N/A
GRI 104 Sign and Shine (8 hrs)	N/A
GRI 105 Rolling in the Dough (8 hrs)	<ul style="list-style-type: none"> ▪ CRS 205 Financing (16 hrs)
GRI 106 Construction Junction, What's Your Function? (8 hrs)	N/A
GRI 107 Ethics & Conduct (8 hrs)	N/A
GRI 108 Legal Issues (8 hrs)	N/A
GRI 109 It's a Small World After All (8 hrs)	<ul style="list-style-type: none"> ▪ At Home With Diversity (8 hrs)
GRI 110 Get Your Tech On (8 hrs)	<ul style="list-style-type: none"> ▪ e-PRO Designation Course ▪ CRS 206 Technologies to Advance Your Business (16 hrs) ▪ CRS E101X Putting Technology to Work For Your Clients (8 hrs)
GRI 111 Planning a Real Estate Career (8 hrs)	<ul style="list-style-type: none"> ▪ CRS 200 Business Planning & Marketing (16 hrs)



South Dakota Association of REALTORS®
SD REALTOR® Institute
GRI Designation Program
PROGRAM REQUIREMENTS

The SD REALTOR® Institute is accredited by the National Association of REALTORS®

To become a Graduate of the REALTOR® Institute, referred to as a GRI Designee, you must complete a total of 77 hours of prescribed coursework covering four areas of subject matter as determined by the National Association of REALTORS®:

- **Sales Process** • **Legal & Regulatory** • **Professional Standards** • **Technology** •

Course Modules

To earn your GRI Designation in SD, you must successfully complete all of the following 11 modules for a total of 77 hrs. of instruction time. Exams are given at the conclusion of each module. Exam times are not included in the classroom hrs.

Each module will be offered in the SDAR Education schedule according to a two year rotation cycle. Course locations vary. Modules may be completed in any order.

Course Module #’s	Course Title and Subject Matter	Instruction Time	Total Class Time	Amount CE <i>(Real Estate)</i>	Appraiser CE
GRI 101	X-Selleration Part I	7 hrs.	8 hrs.	8 Elect.	2 hours
GRI 102	X-Selleration Part II	7 hrs.	8 hrs.	8 Elect.	2 hours
GRI 103	Order in the Court	7 hrs.	8 hrs.	8 Req.	
GRI 104	Sign and Shine	7 hrs.	8 hrs.	8 Req.	
GRI 105	Rolling in the Dough	7 hrs.	8 hrs.	8 Elect.	8 hours
GRI 106	Construction Junction, What’s Your Function?	7 hrs.	8 hrs.	4 Req./ 4 Elect.	8 hours
GRI 107	Ethics & Conduct	7 hrs.	8 hrs.	4 Req.	
GRI 108	Legal Issues	7 hrs.	8 hrs.	4 Req.	
GRI 109	It’s a Small World After All	7 hrs.	8 hrs.	2 Req./ 6 Elect.	4 hours
GRI 110	Get Your Tech On	7 hrs.	8 hrs.	4 Req./ 4 Elect.	
GRI 111	Planning a Real Estate Career	7 hrs.	8 hrs.	4 Req./ 4 Elect.	

Approved GRI Alternative Courses

SDAR has approved several courses for GRI Alternative Credit. These courses must be sponsored by SDAR in order to receive the alternative credit approval. Local Board education is not approvable for GRI credit. Alternative courses are listed in the SD REALTOR® Institute GRI Program policies.



South Dakota Association of REALTORS®
REALTOR® Institute (GRI) Designation Program
Member Progress Report

NAME: Mem. ID#
 LOCAL BOARD: Start Date? Completion?

SUMMARY OF YOUR ACCUMULATED CREDITS - GRI/REQUIRED

HAVE ▼	NEED ▼	COURSE	Current Course Titles and Subject Matter - REQUIRED	Credits	Date	Location
	X	GRI 101	X-Selleration Part I	8		
	X	GRI 102	X-Selleration Part II	8		
	X	GRI 103	Order in the Court	8		
	X	GRI 104	Sign and Shine	8		
	X	GRI 105	Rolling in the Dough	8		
	X	GRI 106	Construction Junction, What's Your Function?	8		
	X	GRI 107	Ethics & Conduct	8		
	X	GRI 108	Legal Issues	8		
	X	GRI 109	It's a Small World After All	8		
	X	GRI 110	Get Your Tech On	8		
	X	GRI 111	Planning a Real Estate Career	8		

*You have 0 of the 88 GRI/REQUIRED credits needed for your designation program.
 You need 88 more REQUIRED credits to meet the program standards.*

SUMMARY OF YOUR APPROVED ALTERNATIVE COURSES FOR GRI CREDIT

HAVE ▼	GRI COURSE ...Instead of Taking...	Alternative Course Titles and Subject Matter "You May choose to take an alternative course listed below"	Credits	Date	Location
	GRI 101	a) CRS 201 Listing Strategies for the Residential Specialist (16 hrs)	8		
	GRI 102	a) CRS 201 Listing Strategies for the Residential Specialist (16 hrs)	8		
	GRI 105	a) CRS 205 Financing (16 hrs)	8		
	GRI 109	a) At Home With Diversity (8 hrs)	8		
		a) e-Pr o Designation Course	8		
		b) CRS206 Technologies to Advance Your Business (16 hrs)	8		
	GRI 110	c) CRS E101X Putting Technology to Work For Your Clients (8 hrs)	8		
	GRI 111	a) CRS 200 Busniess Planning & Marketing (16 hrs)	8		

You have _____ CREDITS EARNED FROM ALTERNATIVE COURSES for your designation program

To earn your GRI Designation in SD, you must sucessfully complete all of the following 11 modules for a total of 88 hrs of instruction time. Exams are given at the conclusion of each module. Exam times are not included in the classroom hrs. Each module except for GRI 109 (available online) will be offered in the SDAR Education schedule according to a two year rotation cycle. Course locations will vary. Modules may be completed in any order. Alternative courses have been approved for GRI Credit. An alternative course may be taken for credit towards the corresponding course module.

Prior to calendar year 2014, you have taken the following **ELECTIVE** credits.

Credit	Date	Location



Two Year GRI Program Rotation Schedule

2017	Date*	Location*	Course Title	Course Online
Course 1	31-Jan	Pierre	GRI 103 - "Order in the Court"	
Course 2	TBD		GRI 102 - "X-Selleration" Part II	
Course 3	TBD		GRI 106 - "Construction Junction, What's Your Function"	Yes
Course 4	TBD		GRI 108 - "Legal Issues:	Yes
Course 5	TBD		GRI 107 - "Ethic & Conduct"	Yes

These 5 GRI Courses are to be offered on **ODD** numbered years.

2018	Date*	Location*	Course Title	Course Online
Course 1	Jan/Feb	Pierre	GRI 110 - " Get Your Tech On"	Yes
Course 2	TBD		GRI 104 - "Sign and Shine"	
Course 3	TBD		GRI 105 - " Rolling in the Dough"	Yes
Course 4	TBD		GRI 101 = "X-Selleration" Part I	
Course 5	TBD		GRI 111 - "Planning a Real Estate Career"	

These 5 GRI Courses are to be offered on **EVEN** numbered years.

*The dates and location of each course will differ from year to year.

GRI 109 "It's A Small World After All" is not currently in the scheduled two year rotation due to the expense of hosing the course. This course is available through Van Education.

SD REALTOR® Institute

GRI Designation Application



I, _____ hereby certify that I have successfully completed all GRI Program requirements. I am a member of the South Dakota Association of REALTORS®, and do hereby apply for my Graduate, REALTOR® Institute designation. I realize that if I should terminate membership in the South Dakota Association of REALTORS®, I may not use the designation until my membership is renewed.

GRI #	Course Title	Date Taken	Location of Class
GRI 101	X-Selleration Part I		
GRI 102	X-Selleration Part II		
GRI 103	Order in the Court		
GRI 104	Sign and Shine		
GRI 105	Rolling in the Dough		
GRI 106	Construction Junction, What's Your Function?		
GRI 107	Ethics & Conduct		
GRI 108	Legal Issues		
GRI 109	It's a Small World After All		
GRI 110	Get Your Tech On		
GRI 111	Planning a Real Estate Career		

Signature _____

Name (please print) _____

(Precisely as you would like it to appear on certificate)

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

NRDS# _____ Email _____

Local Association _____

Please submit completed application and all course completion letters to the South Dakota Association
of REALTORS®:SDAR, 204 North Euclid Ave., Pierre, SD 57501

(800) 227-5877; FAX (605) 224-8975



Frequently Asked Questions about the GRI Professional Designation Program

What Does "GRI" stand for?

GRI stands for "Graduate [of the] REALTOR® Institute. It is the most recognized professional designation in the real estate industry. The designation is conferred on qualified individuals by the state association of REALTORS® who have completed the prescribed coursework.

Are there any pre-requisites for starting the GRI Designation Program?

Only that you are a member in good standing with the National Association of REALTORS®.

How do I begin my GRI Designation Program?

Simply by attending a course that is offered in the GRI program series or by submitting an optional GRI Candidacy form to the SD Association of REALTORS which indicates to SDAR that you would like information about earning your GRI Designation.

When I have completed all required courses, what do I do?

At the completion of the prescribed course subject matter, proof of completion and a "Designation Application" needs to be submitted to SDAR to earn the GRI Designation. The Designation Application is posted on the SDAR website at: www.sdrealtor.org, click on Education, then GRI Designation Program.

Do I receive CE towards real estate or appraiser license renewal when I attend a GRI course?

Yes! Each course is evaluated by the SD Real Estate Commission and the Appraiser Certification Department who determines the appropriate amount of CE available for attendees.

Who keeps record of the amount of credits I have earned?

SDAR keeps a record of all GRI candidates and the amount of credits earned towards the GRI designation. However, each candidate is responsible for retaining class completion letters. When an individual finishes their GRI Designation Program the letters are then used as verification that all criteria has been met.

Once I have earned my designation, do I have to pay an annual fee or do anything to renew it?

Unlike other designations, the GRI Designation has no additional usage fee, no annual education requirement, and only your membership in the National Association of REALTORS® is required!

How long will it take to earn my GRI?

It is strongly recommended by NAR that the GRI designation program be completed over a period of five years. It is possible to complete the program in the recommended amount of time and avoid any potential loss of credit or incongruence's in transfer of subject matter due to changes in accreditation requirements.

Do I need to take the prescribed courses in order?

No. South Dakota's REALTOR® Institute (GRI) Program is designed so that the courses may be taken in any order. With the ability to access courses online, there is availability all the time.

Are meals and hotel costs included in my registration fees?

No. If hotel accommodations are necessary, they are the responsibility of the attendee. Lunches are not provided but, as a courtesy, SDAR usually provides food items and beverages at each course at no additional cost.

Who do I contact if I have questions?

If you have any questions about South Dakota's REALTOR® Institute (GRI) Program, you may contact the SDAR Education staff to assist you:

South Dakota Association of REALTORS®
204 N. Euclid Ave., Pierre, SD 57501
Ph: 605.224.0554 / Fax: 605.224.8975
Email: sdar@sdrealtor.org / Web: <http://www.sdrealtor.org/education>

This form may be used to register for any GRI course currently being offered in the REALTOR® Institute Schedule.



Three ways to Register for classes! Send form to SDAR...
By Mail: 204 N. Euclid Ave. Pierre, SD 57501
By FAX: (605) 224-8975
Or go Online: www.sdrealtor.org

Registrations are **NOT** considered complete nor confirmed until the SDAR office receives full payment of tuition fees.

Early Bird Tuition <i>BEST VALUE!</i>	Regular Tuition <i>(SDAR standard pricing)</i>	Late Registration <i>(includes 24 hrs. in advance and on-site)</i>	COURSE Date & Location <i>(DAY / MONTH LOCATION)</i>	GRI NUMBER / CLASS SUBJECT/ HOURS (EXAM TIME INCLUDED IN TOTAL HOURS) All courses are 8 hour courses GRI DESIGNEES ATTEND CLASS FOR HALF PRICE!	Non-Member Tuition
\$ 110	\$ 135	\$ 160	/ /	GRI 101 X-Selleration Part I	\$ 150 / \$ 175 / \$ 200
\$ 110	\$ 135	\$ 160	/ /	GRI 102 X-Selleration Part II	\$ 150 / \$ 175 / \$ 200
\$ 110	\$ 135	\$ 160	/ /	GRI 103 Order in the Court	\$ 150 / \$ 175 / \$ 200
\$ 110	\$ 135	\$ 160	/ /	GRI 104 Sign and Shine	\$ 150 / \$ 175 / \$ 200
\$ 110	\$ 135	\$ 160	/ /	GRI 105 Rolling in the Dough	\$ 150 / \$ 175 / \$ 200
\$ 110	\$ 135	\$ 160	/ /	GRI 106 Construction Junction, What's Your Function?	\$ 150 / \$ 175 / \$ 200
\$ 110	\$ 135	\$ 160	/ /	GRI 107 Ethics & Conduct	\$ 150 / \$ 175 / \$ 200
\$ 110	\$ 135	\$ 160	/ /	GRI 108 Legal Issues	\$ 150 / \$ 175 / \$ 200
\$ 110	\$ 135	\$ 160	/ /	GRI 109 It's a Small World After All	\$ 150 / \$ 175 / \$ 200
\$ 110	\$ 135	\$ 160	/ /	GRI 110 Get Your Tech On	\$ 150 / \$ 175 / \$ 200
\$ 110	\$ 135	\$ 160	/ /	GRI 111 Planning a Real Estate Career	\$ 150 / \$ 175 / \$ 200

REGISTRANT INFORMATION: Name (please print): _____

Company: _____ RE License Type/Number: _____

Business Mailing Address: _____

City: _____ State: _____ Zip: _____

Business Phone: _____ FAX: _____

E-mail: _____ NRDS# (IF KNOWN) _____

Designations held?: GRI ABR CRS Other (specify): _____ Are you working towards a GRI Designation? YES / NO

Is this the first GRI course you have attended? YES / NO Would you like more information about the GRI Designation? YES / NO

METHOD OF PAYMENT: By Check for \$ _____ (enclosed) Paid tuition fees required prior to class placement

I would like SDAR to charge my (__ MC) (__ VISA) (__ Discover) for the amount of \$ _____

Account Number: _____ - _____ - _____ Exp. Date: _____ - _____

Billing Address: _____ City: _____ State: _____ Zipcode: _____

Name On Account: _____ Signature: _____

CREDIT CARD

Please indicate if you have a disability requiring special services at this course. Provide a description of your specific needs: _____

SDAR REFUND POLICY: All requests for refunds need to be submitted **in writing** to SDAR by mail, fax, or e-mail and should include all pertinent information and reason for the refund. Requests for refunds received **14 calendar days prior** to the event will receive a **full refund** minus a processing fee of \$20. Refunds requested **less than 14 calendar days** prior to the class will receive a **50% refund** minus a processing fee of \$20. Refunds requested **the day of the class** or those registrants who do not attend (**no-show**) will **not** be given a refund unless the reason is deemed unavoidable. All approved refunds will be processed within **one week following** the date of the course. **\$25** additional fee for registering at the door. Other Policies can be found at the SDAR Website: www.sdrealtor.org.