NATIONAL ASSOCIATION of REALTORS®

SOUTH CAROLINA/ State Education Program Summary

GRI classes delivered directly to members or through local	Through local associations (state does not have Ed department)
Experience level your GRI program is geared to?	
Length of each of your GRI modules/classes?	One-day modules
Who owns your GRI outlines?	Association
GRI Faculty: instate or nat'l?	Both
In-state faculty: criteria and/ or training required?	Application
Offer online GRI classes (and platform)?	No
Offer other designations (NAR and non-NAR)?	A few of the ABR courses
Offer broker seminars?	No
Offer rookie program/new agent training programs?	No
Offer Leadership Development programs?	Yes
Offer a convention?	Yes
Have an Education Facebook page/group?	No
Offer live telecasting to satellite locations (and platform)?	No
Offer webinars (and platform)?	Yes—Adobe Connect
Topics offered via webinar?	HUD, fair housing, legal, mediation, energy savings
Webinars: fee or free?	Free

SPEAKER RECOMMENDATIONS FOR:

Leadership development/training:

Convention keynote:

Broker seminar:

Code of Ethics class:

Financing Issues class:

Technology class:

Risk Management class:

Sales Process class:

Business Planning class:

GRI Designation Requirements

Take twelve GRI courses

Take all 10 required courses:
GRI 401: Business Planning
GRI 402: SC Law - What Every Agent Should Know
GRI 403: Ethics and Real Estate
GRI 404: Understanding Real Estate Finance
GRI 405: Technology and Risk Management
GRI 406: Marketing At the Speed of Light
GRI 407: Negotiations
GRI 408: Price To Sell
GRI 409: Contracts, Multiple Offers & Closings
GRI 410: Environmental Issues Affect Your Bottom Line

Choose 2 elective courses:
GRI 411: Successful Buyer Representation in New Home Sales (ABR)
GRI 412: Real Estate Investment Analysis
GRI 413: Taxes and Real Estate
GRI 415: What Every Agent Must Know - How Big Is It and What's It Worth?
GRI 501: At Home With Diversity: One America
GRI 511: Foreclosure Opportunities and Prevention for Buyer-Clients (ABR)
GRI 512: Innovative Marketing (ABR)

All Students Must:

- Successfully complete course requirements within five years.
- Complete the Designation Application and submit $30 to SCR
- You must be a member of the South Carolina Association of REALTORS® to obtain the professional designation of GRI. (However, anyone may take the GRI courses)

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