

# LEAD THE INDUSTRY WITH INTEGRITY



GRADUATE,  
REALTOR®  
INSTITUTE

Offered online by Virginia REALTORS®

<i>Class Title</i>	<i>Day 1</i>	<i>Day 2</i>	<i>Start Time</i>	<i>End Time</i>
RI 506: Risk Management	1/5/2022	1/6/2022	9 AM	12:30 PM
RI 504: Working with Buyers	2/2/2022	2/3/2022	9 AM	12:30 PM
RI 505: Working with Sellers	2/22/2022	2/23/2022	9 AM	12:30 PM
RI 502: Sales Contracts	3/8/2022	3/9/2022	9 AM	12:30 PM
RI 507: Ethics and Professional Responsibility	4/12/2022	4/13/2022	9 AM	12:30 PM
RI 508: Real Estate Law and Virginia Regulations	4/20/2022	4/21/2021	9 AM	1 PM
RI 503: Business Planning	5/25/2022	5/26/2022	9 AM	12:30 PM
RI 501: Agency in Virginia	6/28/2022	6/29/2022	9 AM	12:30 PM
RI 508: Real Estate Law and Virginia Regulations	7/26/2022	7/27/2022	9 AM	1 PM
RI 506: Risk Management	8/3/2022	8/4/2022	9 AM	12:30 PM
RI 505: Working with Sellers	8/23/2022	8/24/2022	9 AM	12:30 PM
RI 504: Working with Buyers	9/27/2022	9/28/2022	9 AM	12:30 PM
RI 501: Agency in Virginia	10/4/2022	10/5/2022	9 AM	12:30 PM
RI 507: Ethics and Professional Responsibility	11/2/2022	11/3/2022	9 AM	12:30 PM
RI 503: Business Planning	11/17/2022	11/18/2022	9 AM	12:30 PM
RI 502: Sales Contracts	12/7/2022	12/8/2022	9 AM	12:30 PM

**Full descriptions and registration at [virginiarealtors.org](http://virginiarealtors.org)**

**Questions? Contact [education@virginiarealtors.org](mailto:education@virginiarealtors.org)**

# The VALUE of a GRI Designation

The Graduate, REALTOR® Institute (GRI) symbol is the mark of a real estate professional who has made the commitment to provide a high level of professional services by securing a strong educational foundation.

Buying property is a complex and stressful task. In fact, it's often the biggest single investment you will make in your lifetime. At the same time, real estate transactions have become increasingly complicated.

New technology, laws, procedures and the increasing sophistication of buyers and sellers requires real estate practitioners to perform at an ever-increasing level of professionalism.

GRI designees:

- Have pursued a course of study that represents the minimum common body of knowledge for progressive real estate professionals.
- Have developed a solid foundation of knowledge and skills to navigate the current real estate climate—no matter what its condition.
- Are recognized nationally.
- Act with professionalism and are committed to serving their clients and customers with the highest ethical standards.

The REALTOR® Institute curriculum represents the minimum common body of knowledge for progressive real estate professional as defined by the Professional Development Committee of the NATIONAL ASSOCIATION OF REALTORS®. NAR recommends that the REALTOR® Institute program be completed in no more than five (5) years of starting the program.