

REALTOR® DESIGNATIONS/CERTIFICATIONS

for Residential and Commercial Agents/Brokers

The NATIONAL ASSOCIATION OF REALTORS® and its affiliated Institutes, Societies, and Councils provide a wide-range of programs and services that assist members in increasing skills, proficiency, and knowledge. These programs, many of which are co-sponsored by the Connecticut Association of REALTORS® and our local boards/associations, provide valuable instruction on new real estate business practices, emerging niche markets, and specialty areas of the profession.

There are many designations/certifications not affiliated with NAR. When deciding on a designation/certification, look at the added value, who presents or accredits the training and if continuing education is earned. There may also be other requirements, including additional and/or recurring dues, to maintain a designation/certification.

Designations:



ABR®, Accredited Buyer Representative

ABR® members are part of one of the largest associations of real estate professionals focusing on all aspects of buyer representation.

Real Estate Buyer's Agent Council (REBAC)

Call 800-648-6224 or visit www.REBAC.net.



ALC, Accredited Land Consultant

ALC's are the recognized experts in land brokerage transactions of five specialized types: (1) farms and ranches; (2) undeveloped tracts of land; (3) transitional and development land; (4) subdivision and wholesaling of lots; and (5) site selection and assemblage of land parcels.

REALTORS® Land Institute (RLI)

Call 800-441-5263 or visit www.RLILand.com.



CCIM, Certified Commercial Investment Member

CCIM's are recognized experts in commercial real estate brokerage, leasing, valuation and investment analysis. The CCIM business network includes designees and candidates principally in North America, but also in Asia and Europe. CCIM's are backed by a respected education program, as well as superior technology products and business resources.

CCIM Institute

Call 800-621-7027 or visit www.CCIM.com.



CIPS®, Certified International Property Specialist

The CIPS network is comprised of real estate professionals from 50 countries who deal in all types of real estate, but with one common element: they are focused specifically on the "international" market. Whether traveling abroad to put deals together, assisting foreign investors, helping local buyers invest abroad, or serving an immigrant niche in local markets, CIPS® designees are consumers' best resource to ensure they are dealing with a professional skilled in the unique aspects of international real estate.

NATIONAL ASSOCIATION OF REALTORS®

Call 800-874-6500 or visit www.realtor.org/designations-and-certifications/cips-designation.



CPM®, Certified Property Manager

CPM® members have the competitive edge in every area of real estate management from residential to commercial to industrial.

Institute of Real Estate Management (IREM)

Call 800-837-0706 or visit www.irem.org.



CRB, Certified Real Estate Brokerage Manager

Recognized industry-wide as the measure of success in brokerage and real estate business management, CRB designees consistently increase their level of industry knowledge, advance their earning and career potential, increase their firm's profitability and benefit from active involvement in the network of CRB professionals.

Council of Real Estate Brokerage Managers

Call 800-621-8738 or visit www.CRB.com.



CRE, Counselor of Real Estate

CRE's are members of The Counselors of Real Estate, an international group of recognized professionals who provide seasoned, objective advice on real property and land-related matters. Membership is by invitation only.

Counselors of Real Estate

Call 312-329-8427 or visit www.CRE.org.



CRS®, Certified Residential Specialist

Serving top-producing residential sales agents since 1977, CRS® designees benefit from nationwide referral opportunities, a professional image that attracts customers, and sales and marketing support. In addition to advanced training in listing and selling, CRS's meet rigorous production requirements.

Council of Residential Specialists

Call 800-462-8841 or visit www.CRS.com.



GAA, General Accredited Appraiser

Certified general appraisers wishing to increase their visibility should consider pursuing the GAA designation. The GAA designation is awarded to appraisers whose education and experience exceed state appraisal certification requirements and is supported by the NATIONAL ASSOCIATION OF REALTORS®.

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Call 800-874-6500 ext. 8393 or visit www.realtor.org/designations-and-certifications/raa-and-gaa-designation.



GREEN, NAR's GREEN Designation

NAR's Green designation is the definition of green professionalism, excellence, and leadership for today's real estate practitioners. Specifically designed to address the educational needs of practitioners in residential, commercial, and property management markets, this training program is a true cross-over designation and the only green designation recognized by NAR.

The Green REsource Council

Call 800-498-9422 or visit www.greenresourcecouncil.org.



GRI, Graduate REALTOR® Institute

Members involved in residential real estate who want a solid base of information for their practice will want to participate in the REALTOR® Institute program and earn the GRI designation. Classes range from home inspection concerns, negotiation strategies and technology to business planning, construction and dispute resolution.

GRI classes are specifically supported on the state level only. NAR maintains a clearinghouse of information for individuals interested in the GRI program. For more information, visit www.realtor.org/designations-and-certifications/gri-designation.



PMN, Performance Management Network

PMN is a designation designed to bring you the real-world skills, the know-how and the tools that will keep your business out front and on top of a lightning-fast market. PMN's know that in order to enhance their business, they must enhance themselves.

Women's Council of REALTORS®

Call 800-245-8512 or visit www.WCR.org.



PSCS, Professional Standards Certified Specialist®

A PSCS® is a member of the CONNECTICUT ASSOCIATION OF REALTORS®, INC., in good standing, who has successfully completed a course of instruction on the procedures related to being a hearing panel member as related to the REALTOR® Code of Ethics of the National Association of REALTORS®, INC. as authorized under the auspices of the Professional Standards Committee of the Connecticut Association of REALTORS®, INC. The recipient of this designation has successfully demonstrated knowledge and competency in hearing matters involving ethics and arbitration.

Contact your local board to learn about how to become a PSCS.

Connecticut Association of REALTORS®

Call 800-335-4862 or visit www.ctrealtor.com.



RCE, REALTOR® Association Certified Executive

Association executives interested in demonstrating commitment to the field of REALTOR® association management should pursue the RCE designation. RCE's are recognized for their specialized industry knowledge and their association achievements and experience.

NATIONAL ASSOCIATION OF REALTORS®

Call 312-329-8545 or visit www.realtor.org/designations-and-certifications/rce-designation.



RAA, Residential Accredited Appraiser

Certified residential appraisers wishing to increase their visibility should consider pursuing the RAA designation. The RAA designation is awarded to appraisers whose education and experience exceed state appraisal certification requirements and is supported by the NATIONAL ASSOCIATION OF REALTORS®.

NATIONAL ASSOCIATION OF REALTORS®

Call 800-874-6500, ext. 8393 or visit www.realtor.org/appraisal.



SIOR, Society of Industrial and Office REALTORS®

Individuals certified with the SIOR designation are top producers in industrial and office real estate brokerage. The Society's mandatory recertification requirement assures clients of the designee's excellence in the fast changing commercial brokerage field.

Society of Industrial and Office REALTORS®

Call 202-449-8200 or visit www.SIOR.com.



SRES®, Senior Real Estate Specialist

The SRES® designation program trains REALTORS® to meet the special needs of maturing Americans when selling, buying, relocating, or refinancing residential or investment properties. The Council tracks senior-specific lifestyle and housing issues and educates REALTORS® who are making 50+ clients a part of their overall business plan.

SRES Council

Call 800-500-4564 or visit www.SeniorsRealEstate.com.

Certifications:



ACoM®, Accredited Commercial Manager

The challenges in today's job market--from industry consolidation and increased competition to being expected to do more with less--make it harder to prove your experience and your credibility. IREM's ACoM certification will give you increased market visibility and credibility you will need with owners, investors, and employers to set you apart from the competition.

Institute of Real Estate Management

Call 800-837-0706 or visit www.IREM.org.



AHWD®, At Home with Diversity

Designed to provide real estate professionals with training and tools to expand their business as well as homeownership opportunities for more Americans. AHWD® certified agents have been professionally trained in and are sensitive to a wide range of cultural issues inviting a wider volume of business from a greater variety of cultures.

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Call 202-383-1201 or visit www.realtor.org/designations-and-certifications/at-home-with-diversity.



AMO®, Accredited Management Organization

The Accredited Management Organization accreditation is the only recognition of excellence given to real estate management firms. AMO accredited real estate management firms must meet stringent standards and abide by an AMO Code of Professional Ethics - all based on Best Practices: Real Estate Management Service.

Institute of Real Estate Management

Call 800-837-0706 or visit www.IREM.org.



ARM®, Accredited Residential Manager

Regarded as the most recognized credential for residential real estate managers, the ARM certification is your ticket to new opportunities. Those who hold the ARM certification continue to believe that the investment they made in earning the certification pays off. Employers value those who choose to develop their skills and you can keep in touch with new solutions and technologies in the industry.

Institute of Real Estate Management

Call 800-837-0706 or visit www.IREM.org.

**e-PRO®**

e-PRO® is a revolutionary training program presented entirely online to certify real estate agents and brokers as Internet Professionals. The NATIONAL ASSOCIATION OF REALTORS® is the first major trade group to offer certification for online professionalism. e-PRO® is not just about technology - it's about how you can leverage your most powerful asset, your people-skills, into doing more business on the Internet. e-PRO® gives you exhaustive Internet training, unique competitive advantage, and professional distinction.

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Call 877-397-3132 or visit www.e-PRONAR.com.

**MRP, Military Relocation Professional**

Hone in your knowledge and skills for working with active duty military buyers and sellers, as well as veterans with the NAR's Military Relocation Professional Certification. We'll teach you how to work with current and former military service members to find the housing solutions that best suit their needs.

Real Estate Buyer's Agent Council (REBAC)

Call 888-648-8321 or visit www.militaryrelocationpro.org.

**Resort & Second-Home Markets**

The RSPS is a certification offered by NAR Resort for resort & second-home REALTORS® around the world. REALTORS® specializing in resort and second-home markets and interested in demonstrating their knowledge and expertise should pursue the RSPS certification. The RSPS core certification requirements include the NAR Resort & Second-Home Market Course and the RLI Tax-Deferred (1031) Exchange Course. RSPS applicants will also choose from nine different elective choices including courses from the NAR Education Matrix and the NAR Resort Symposium held every 18 months.

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Call 312-329-8393 or visit www.realtor.org/designations-and-certifications/rspc-certification.

**SFR, Short Sales and Foreclosures Resource**

The SFR certification focuses on both the buyer and seller side of distressed property transactions. With the confidence in seeing these transactions through, REALTORS® with the SFR certification can be a trusted resource for short sales and foreclosures.

Real Estate Buyer's Agent Council (REBAC)

Call 800-648-6224 or visit www.realtorSFR.org.

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National Association of REALTORS®

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