



BUILD A REAL ESTATE CAREER THAT STANDS OUT: THE POWER OF PROFESSIONAL DESIGNATIONS AND CERTIFICATIONS

These nationally recognized designations and certifications demonstrate exceptional skill and commitment to the industry and are awarded by esteemed organizations, the **National Association of REALTORS® (NAR)** and the **Real Estate Business Institute® (REBI)**. These educational opportunities are accessible to agents across all 50 states.

BUYER REP (ABR)



2 Designation and Certification Program

~~\$369~~ ~~\$389~~
Save \$20

What You'll Learn

- Represent Buyers with Confidence and Integrity
- Conduct Effective Buyer Consultations
- Navigate Agency Relationships and Fiduciary Duties
- Guide Clients Smoothly Through the Purchase Process

Program Includes

- 23 Hours of CE*
- Accredited Buyer's Representative (ABR)
- + **Choose One 8 Hour Elective:**
- Military Relocation Professional (MRP)
- New Home Construction (NHC)
- Home Finance Resource (HFR)
- Pricing Strategies: Mastering the CMA (PSA)
- Marketing Strategy & Lead Generation (MSLG)

SELLER REP (SRS)



2 Designation and Certification Program

~~\$369~~ ~~\$389~~
Save \$20

What You'll Learn

- Attract and Convert Seller Clients
- Perform Accurate Comparative Market Analyses (CMA)
- Price Properties Strategically to Maximize Value
- Deliver Exceptional Listing Presentations

Program Includes

- 23 Hours of CE*
- Seller Representative Specialist (SRS)
- + **Choose One 8 Hour Elective:**
- Home Finance Resource (HFR)
- Military Relocation Professional (MRP)
- Pricing Strategies: Mastering the CMA (PSA)

Course Delivery Options

- Virtual Classroom

MARKETING PRO



2 Certifications Program Plus More

~~\$427~~ ~~\$457~~
Save \$30

What You'll Learn

- Digital Marketing and Lead Generation Strategies
- Home Staging Fundamentals
- Brand Positioning and Client Attraction Systems
- Consistent Marketing Workflows

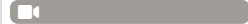
Program Includes

- 16 Hours of CE*
- Marketing Strategy & Lead Generation (MSLG)
- Certified Home Marketing Specialist (CHMS)
- 30-Days to Success Training Workbook

Tuition Includes:

- CE Elective Credit
- All Hours Count Toward Broker Licensing
- First Year Membership
- Materials

PREMIER AGENT



3 Designation and Certification Program

~~\$609~~ ~~\$639~~
Save \$30

What You'll Learn

- Negotiation Techniques for Stronger Client Advocacy
- Perform Accurate Comparative Market Analyses (CMA)
- Buyer or Seller Representation Excellence
- Competitive Positioning in the Marketplace

Program Includes

- 38 Hours of CE*
- Pricing Strategies: Mastering the CMA (PSA)
- Real Estate Negotiation Expert (RENE)
- + **Choose One 15 Hour Designation:**
- Accredited Buyer's Representative (ABR)
- Seller Representative Specialist (SRS)

THE ELITE AGENT



5 Designation and Certification Program

~~\$942~~ ~~\$1017~~
Save \$75

What You'll Learn

- Advanced Marketing Systems
- New Construction Fundamentals and Property Knowledge
- Pricing Strategy Mastery
- High-Level Negotiation Skills

Program Includes

- 54 Hours of CE*
- Certified Home Marketing Specialist (CHMS)
- New Home Construction (NHC)
- Pricing Strategies: Mastering the CMA (PSA)
- Real Estate Negotiation Expert (RENE)
- + **Choose One 15 Hour Designation:**
- Accredited Buyer's Representative (ABR)
- Seller Representative Specialist (SRS)

Ask a Course Counselor About Our 10 Course Designation Mastery Program!



Because Your Clients Deserve Your Very Best

- ✓ Yes – More Credibility
- ✓ Yes – Stronger Knowledge and Confidence
- ✓ Yes – Better Performance = Higher Earning Potential
- ✓ Yes – Stronger Trust and Brand Positioning
- ✓ Yes – Long-Term Career Sustainability



ACCREDITED BUYER'S REPRESENTATIVE

May 13 - 14	Wed/Thu
Jul 29 - 30	Wed/Thu
Sep 2 - 3	Wed/Thu
8:30 AM - 4:45 PM	
09785-RECE Tuition: \$250	



NEW HOME CONSTRUCTION

Jun 5	Fri
Aug 21	Fri
Oct 9	Fri
8:30 AM - 5:15 PM	
09805-RECE Tuition: \$139	



MILITARY RELOCATION PROFESSIONAL

May 8	Fri
Jul 17	Fri
Sep 18	Fri
8:30 AM - 5:15 PM	
09813-RECE Tuition: \$139	



PRICING STRATEGIES: MASTERING THE CMA

Jun 26	Fri
Aug 7	Fri
Oct 16	Fri
8:30 AM - 5:15 PM	
09800-RECE Tuition: \$139	



CERTIFIED HOME MARKETING SPECIALIST

May 27	Wed
Jul 1	Wed
Sep 10	Thu
8:30 AM - 5:15 PM	
09738-RECE Tuition: \$239	



REAL ESTATE PROFESSIONAL ASSISTANT

Jun 24 - 25	Wed/Thu
Aug 19 - 20	Wed/Thu
Oct 28 - 29	Wed/Thu
8:30 AM - 4:45 PM	
09799-RECE Tuition: \$250	



SELLER REPRESENTATIVE SPECIALIST

May 20 - 21	Wed/Thu
Jul 8 - 9	Wed/Thu
Sep 16 - 17	Wed/Thu
8:30 AM - 4:45 PM	
09730-RECE Tuition: \$250	



REAL ESTATE NEGOTIATION EXPERT

Jun 17 - 18	Wed/Thu
Aug 12 - 13	Wed/Thu
Oct 7 - 8	Wed/Thu
8:30 AM - 4:45 PM	
09775-RECE Tuition: \$250	



HOME FINANCE RESOURCE

May 22	Fri
Jul 24	Fri
Sep 4	Fri
8:30 AM - 5:15 PM	
09744-RECE Tuition: \$139	



MARKETING STRATEGY & LEAD GENERATION

May 22	Fri
Jul 31	Fri
Sep 11	Fri
8:30 AM - 5:15 PM	
09818-RECE Tuition: \$139	



SENIOR REAL ESTATE SPECIALIST

May 6 - 7	Wed/Thu
Jul 1 - 2	Wed/Thu
Sep 10 - 11	Thu/Fri
8:30 AM - 4:45 PM	
09747-RECE Tuition: \$250	



NATIONAL ASSOCIATION OF REALTORS® OFFICIAL DESIGNATION

Global Real Estate Opportunities Await!

This Designation will help agents unlock International opportunities, teaching them the skills and information needed to cater to diverse audiences such as investors, U.S. residents exploring new markets, and local clients eyeing overseas property.

The exclusive access to the CIPS Network, a community of 4,000+ real estate professionals across 50 countries, will establish the agent as a trusted guide for global market navigation.

WHY EARN YOUR CIPS DESIGNATION?

- Immediate access to business-enhancing products and services that are offered exclusively to CIPS designees
- Use prestigious and internationally-recognized CIPS logo and brand
- Invitations to exclusive events at NAR Meetings
- Access to a private Facebook group for facilitating referral and knowledge exchange

GLOBAL REAL ESTATE: LOCAL MARKETS

Jun 5

GLOBAL REAL ESTATE: TRANSACTION TOOLS

Jun 12

THE AMERICAS AND INT. REAL ESTATE

Jun 19

ASIA-PACIFIC AND INT. REAL ESTATE

Jun 26

EUROPE AND INT. REAL ESTATE

Jul 10

AFRICA AND INT. REAL ESTATE

Jul 17

CHAMPIONSLIVE

Fridays: 8:30 AM - 5:15 PM

CIPS Program All 5 Courses

~~\$725~~
\$550
SAVE \$175!

40 CE Hours Total

Individual CIPS Courses

\$145

8 CE Hours per course

Designation Requirements: In order to receive the CIPS designation on your license, you must also meet these requirements:

- Complete 2 Core Courses: Local Markets and Transaction Tools
- Complete 3 Elective Courses
- Be an Active Member of NAR
- Pay One-Time Application Fee of \$75
- Assemble a minimum of 100 Points on the Application (form online)
- \$220 Annual Dues (prorated by quarter)

Additional CE Hours: These courses are also eligible for TREC CE credit in Texas. Course: 09756-RECE, 09757-RECE, 09758-RECE, 09760-RECE, 09759-RECE

Go to previous page (25) for prices and CE credit hours

*Designation and Certification hours can be used as TREC CE credit in Texas.

Scan Code To Enroll