

PLAN YOUR CAREER WITH GHRI

PENNSYLVANIA BROKER LICENSURE

16 CREDITS OR 240 HOURS OF INSTRUCTION IS REQUIRED FROM THE CATEGORIES BELOW

CORE



6 credits or 90 hours in at least three of courses below

REAL ESTATE FINANCE	3 CREDITS
REAL ESTATE INVESTMENT	2 CREDITS
REAL ESTATE SALES	2 CREDITS
VALUATION OF RESIDENTIAL PROPERTY (APPRAISAL)	2 CREDITS
VALUATION OF INCOME PRODUCING PROPERTY (APPRAISAL)	2 CREDITS
RESIDENTIAL PROPERTY MANAGEMENT	2 CREDITS
NON-RESIDENTIAL PROPERTY MANAGEMENT	2 CREDITS
RESIDENTIAL CONSTRUCTION	2 CREDITS

GHRI OFFERS AT LEAST 5 OF THESE ANNUALLY!

MANDATORY



4 credits or 60 hours (must take both)

REAL ESTATE LAW	2 CREDITS
REAL ESTATE OFFICE MANAGEMENT	2 CREDITS

GHRI OFFERS BOTH OF THESE ANNUALLY!

ELECTIVE



6 credits or 90 hours in any approved Broker elective credit course

ABR®, ACCREDITED BUYER'S REPRESENTATIVE
CNE® 1, CERTIFIED NEGOTIATION EXPERT
CNE® ADVANCED CONCEPTS COURSE
CSP®, CERTIFIED NEW HOME SALES PROFESSIONAL
GREEN®, DAY 1 & 2
SRS®, SELLER REPRESENTATIVE SPECIALIST
SRES®, SENIORS REAL ESTATE SPECIALIST

GHRI OFFERS AT LEAST 5 OF THESE ANNUALLY!

1 BROKER CREDIT = 15 HOURS

MAXIMUM OF 4 CREDITS PER STUDY AREA

ALL ELECTIVE COURSES MUST BE APPROVED BY THE PA SREC FOR EACH

EDUCATION PROVIDER IN ORDER TO BE APPROVED FOR A BROKER ELECTIVE CREDIT.

To register call (717) 364-3205

Greater Harrisburg Realtors® Institute

424 N. Enola Drive, Suite 1, Enola, PA 17025
Phone: (717) 364-3205 Fax: (717) 364-3206



PENNSYLVANIA BROKER LICENSEE REQUIREMENTS

- Must be 21 years of age and have obtained a high school diploma or its equivalent
- Must have at least three years experience as a licensed real estate salesperson
- Complete 16 credits or 240 hours of instruction within 10 years prior to date of passing licensing exam
- Satisfy at least 200 points in experience. You can find the point system at www.ghar.info/broker-licensure/
Note: Points are only awarded for full-time employment wherein no other points can be earned.
- Have successfully passed both the Pennsylvania and National portions of the PSI Broker Real Estate Exam
- Have completed, signed and submitted the licensing application provided by the Pennsylvania Real Estate Commission along with the required fee.

GHRI BROKER AND DESIGNATION COURSES

****Broker/Designation classes must be paid in full at the time of registration. A \$100.00 cancellation fee will be retained by the School if the student cancels or withdrawals from class.****

Real Estate Brokerage and Office Management



January 18, 20, 25 & 27, 2023 from 8:30 a.m. - 4:30 p.m. (includes lunch every day)

Instructor: Sue Kichman, AHWD, C2EX

This is a required course for broker licensure candidates. Topics will include: Communication, Leadership and Management Skills; Policies and Procedures; Marketing the Office, Company and Properties; Staffing and Recruitment; Training and Coaching your REALTORS®. Approved for 2 Broker credits and 30 hours of PA Real Estate Continuing Education for the 2022-2024 cycle. Cost is \$400, plus \$45 for text book. Cost includes lunch every day.

Residential Construction



February 7, 9, 14, 16, 2023 from 8:30 A.M. - 4:30 P.M. (includes lunch everyday)

Instructor: Mike Biechler

Course will cover the PA SREC approved course outline including: history and trends in housing, construction laws, subdividing and developments, architecture and design, estimating costs and bidding contracts, site preparation, building components and mechanical systems, the construction process, amenities, financing and more. Course is approved for 30 Hours of CE for the 2022-2024 CE cycle and also for 2 Broker credits. Cost is \$400. Includes lunch every day.

Accredited Buyer's Representative (ABR®)



March 29 & 30, 2023 from 8:30 A.M. - 4:30 P.M. (includes lunch everyday)

Instructor: Rick Zalek

The goal of the 2-day ABR Designation Core Course is to establish a foundation of training, skills, and resources to help real estate professionals succeed as a buyer's representative. Students will learn how to build a buyer representative business, value the services they perform on behalf of buyer-clients, increase confidence to work toward a signed buyer representation agreement, gain methods, tools, and techniques to provide the support and services that buyers want. Approved for 1 broker elective credit and 15 hours of PA Real Estate CE for the 2022-2024 cycle. Cost is \$299, including materials. Includes lunch every day.

The Association is deemed to be a safe place for all brokerages and members, all overt marketing and recruitment on the grounds of the association, in the association building, in association classrooms and at all association events is prohibited.

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Real Estate Sales



May 4, 9, 11, 16, 18, 2023 from 9:00 A.M. - 3:30 P.M. (includes lunch everyday)

Instructor: Mike Perry

Course topics include: Real Estate Laws, the Transaction Cycle, Prospecting Techniques, Listings, Advertising and Marketing, Qualifying Buyers, Selecting and Showing Property, Negotiating Offers, Financing the Transaction, Closings, Brokerage of Various Types of Properties and Exchanges, and much more. Cost is \$400. Approved for 30 hours of CE and 2 Broker credits. For the 2022-2024 cycle.

At Home With Diversity® Certification Course (AHWD)



April 26, 2023 from 8:30 am. to 4:30 p.m.

Instructor: Angela Eliopoulos, CLHMS, GREEN, GRI, ABR, CIPS, RSPS, TRC, AHWD

Course will help real estate licensees to develop an increased awareness of cultural and personal biases that they may inhibit you from embracing diversity and creating a successful multicultural real estate business. Students will learn inclusive, multi-cultural marketing and advertising strategies to broaden their client base; how to formulate an inclusive business plan to them create an enduring business that is able to adapt and evolve in an ever-changing marketplace. Course will cover the importance of embracing diversity on both a professional and personal level to grow a thriving and inclusive real estate business, will summarize the cultural concepts and social categories that will help you to better understand, relate to, and engage with clients in our diverse real estate market, and will describe the immigrant community in the United States and their increasing buying power in the real estate market. Course is approved for 7 hours of Continuing Education for the 2022-2024 Real Estate CE cycle. Course is approved as an NAR elective for the SRS, ABR and CIPS designations. It is also approved as a Task for the C2EX Certification. Cost is \$149.

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