

# 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 4 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  
GREEN®, DAY 1 & 2  
RENE®, REAL ESTATE NEGOTIATION EXPERT  
SRS®, SELLER REPRESENTATIVE SPECIALIST  
SRES®, SENIORS REAL ESTATE SPECIALIST

GHRI OFFERS AT LEAST 4 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/](http://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.\*\***

### Seller Representative Specialist (SRS)



**December 16 & 17 8:30 a.m. - 4:30 p.m.**

Instructor: Pat Moyer, ABR, CRS, e-PRO, GRI, RENE, SFR, SRES, SRS

Learn tools and tips that will equip you to list in today's marketplace. Learn how to: increase listings and grow your business, demonstrate and communicate your value package, understand and apply the Code of Ethics & Standards of Practice, understand and comply with state license laws, understand and apply methods, tools and techniques to provide support and services that sellers want and need. Designation is approved for an ABR Elective credit., 1 Broker credit and 15 Hours PA Real Estate CE for the 2024-2026 CE cycle. Cost is \$299

### Real Estate Brokerage and Office Management



**January 7, 9, 14 & 16 8:30 a.m. - 4:30 p.m.**

Instructor: Sue Kichman, C2EX, AHWD

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 2024-2026 cycle. Cost is \$400, plus \$30 for text book.

### Real Estate Sales



**February 4, 6, 11 & 13 8:30 a.m. - 4:30 p.m.**

Instructor: Danielle Winn, MRE, ABR, C2EX, MRP, SRS, AHWD, CRB, PSA

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. Approved for 2 Broker credits and 30 hours of CE. Cost \$400, includes materials.

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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