

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

MANDATORY

4 credits or 60 hours (must take both)

REAL ESTATE LAW	2 CREDITS
REAL ESTATE OFFICE MANAGEMENT	2 CREDITS

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

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 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.

Accredited Buyer's Representative (ABR)



April 23 & 24 from 8:30 a.m. - 4:30 p.m.

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 towards 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 2024-2026 cycle. Approved as an elective credit for SRS. Cost is \$299, including materials.

GHRI BROKER AND DESIGNATION COURSES

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GREEN® Designation



March 12 & 13 8:30 a.m. - 4:30 p.m.

Instructor: Eric Rehling, ABR, ALHS, AHWD, GREEN

NAR's GREEN Designation course. Day 1 will cover: The Resource Efficient Home - Retrofits, Remodels, Renovations and New Home Construction. Day 2 will cover: Representing Buyers and Sellers of Resource Efficient Homes. GREEN Designation is approved for an ABR Elective credit. Approved for 1 broker elective credit and 15 hours of PA Real Estate CE for the 2024-2026 cycle. Cost is \$299, including course material.

Real Estate Finance



April 28, May 1, 5, 7, 12 & 15 8:30 a.m. - 4:30 p.m.

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

Broker course will cover sources of mortgage funds, government influences in the financial market, Mortgages, Notes, Defaults, Foreclosures, redemptions, alternate mortgages, and mortgage placement procedures. This course is approved for 45 hours of CE and 3 Broker credits for the 2024-2026 PA CE cycle. Cost is \$500, including course 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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