

# *Professional Development Scholarship*

## **Summary**

The Northeast Association of REALTORS® will award a scholarship to a member in good standing toward the successful completion of a certification or designation course offered by the Massachusetts Association of REALTORS® or the National Association of REALTORS®. The purpose of this scholarship is to promote knowledge, professionalism, personal growth and proficiency in all areas of real estate. In an industry that is changing and evolving, the importance of a well-educated REALTOR® is paramount for success both individually and to the profession as a whole.

## **Scholarship Amount**

- The amount of the scholarship will be determined by the cost of the course towards a certification or designation but not to exceed \$250.
- Reimbursement will be rendered upon completion of the course.
- There will be two six month application periods - January-June and July-December.
- A person may only be a recipient of a scholarship once per designated period.

## **Application Process**

- Applications should be submitted anytime during the six month period but no later than one month prior to taking the course:
  - Electronically to: [karen@northeastrealtors.com](mailto:karen@northeastrealtors.com)
  - Mail to: NEAR, 6 Lyberty Way, Suite 204, Westford, MA 01886
  - Fax: 978-577-6156

## **Application Criteria**

- The applicant must:
  - Be a current member of NEAR
  - Be a REALTOR® in good standing for a minimum of two years from any REALTOR® board
  - Have demonstrated an interest in furthering their knowledge of real estate
  - Have successfully completed the attached application
  - Provide a clear explanation of the reasons for choosing the certification or designation course

## **Payment**

In order to receive reimbursement for the certification or designation course, the participant must submit proof of payment and successful completion of the course/requirements.

**Professional Development Scholarship Application**

**Certification/Designation Course:** \_\_\_\_\_

**Offered via:** MAR \_\_\_\_\_ NAR \_\_\_\_\_

**Applicant Name:** \_\_\_\_\_

**Address:** \_\_\_\_\_ **City/Town:** \_\_\_\_\_ **Zip Code:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**Current Designations and Certifications:**

\_\_\_\_\_  
\_\_\_\_\_

**REALTOR® Participation:**

1. How long have you been a REALTOR®? \_\_\_\_\_
2. How long have you been a member of NEAR? \_\_\_\_\_
3. List the activities or functions that are real estate related that you have attended and/or which you have volunteered for and in what capacity.
  
4. Please explain how you think this designation or certification will aid in your business, benefit your clients and make you a better, more professional REALTOR®.

## *NAR Designations and Certifications*

### **NAR Family Designations**

#### **Accredited Buyer's Representative® / ABR®**

The Accredited Buyer's Representative (ABR®) designation is designed for real estate buyer agents who focus on working directly with buyer-clients at every stage of the home-buying process.

First year of REBAC membership is free

Second year is \$110, but prorated based on the month you joined REBAC

\$110 per year thereafter

#### **Accredited Land Consultant / ALC**

The esteemed **Accredited Land Consultants (ALCs)** are the most trusted, knowledgeable, experienced, and highest-producing experts in all segments of land. Conferred by the REALTORS® Land Institute, the designation requires successful completion of a rigorous LANDU education program, a specific, high-volume and experience level, and adherence to an honorable Code of Conduct.

#### **Cost**

- Exam
  - The fee is \$100 and covers two attempts.
- Courses
  - 16-hour courses cost members \$445 each, with the exception of the Land Investment Analysis course, which costs \$545.
- Designation
  - The initial cost of the designation is \$350, to be submitted with the ALC designation application.
- Dues
  - Annual ALC dues are \$445.
- Reinstatement fee for lapsed designation
  - A \$350 reinstatement fee is charged if membership with the Institute lapses for more than three years and the member would like to rejoin.

#### **Certified Commercial Investment Member / CCIM**

The Certified Commercial Investment Member (CCIM) designation is commercial real estate's global standard for professional achievement, earned through an extensive curriculum of 200 classroom hours and professional experiential requirements. CCIMs are active in 1,000 U.S. markets and 31 other countries and comprise a 13,000-member network that includes brokers, leasing professionals, asset managers, appraisers, corporate real estate executives, investors, lenders, and other allied professionals.

#### **Presented by the CCIM Institute**

Contact CCIM at 800-621-7027 or [www.CCIM.com](http://www.CCIM.com) (link is external).

### **[Certified International Property Specialist / CIPS](#)**

Instantly align yourself with the best in international real estate by earning the CIPS designation. The designation requires completion of five full-day courses focusing on the critical aspects of international real estate transactions. CIPS designees are connected to an influential network of over 3,500 professionals who turn to each other first when looking for referral partners.

#### **Presented by the National Association of REALTORS®**

Contact Information Services at [CIPS@realtors.org \(link sends e-mail\)](mailto:CIPS@realtors.org) or 1-800-874-6500 ext. 8369.

### **[Certified Property Manager® / CPM®](#)**

CPM designees are recognized as experts in real estate management. Holding this designation demonstrates expertise and integrity to employers, owners, and investors.

#### **Presented by Institute of Real Estate Management (IREM)**

Contact IREM® at 800-837-0706, ext. 4650.

### **[Certified Real Estate Brokerage Manager / CRB](#)**

The Certified Real Estate Brokerage Manager (CRB) is one of the most respected and relevant designations offered in real estate business management and is awarded to REALTORS® who have completed advanced educational and professional requirements. CRB Designees are better positioned to streamline operations, integrate new technology and apply new trends and business strategies. Join today and discover a new approach to enhancing knowledge and leveraging opportunity.

Visit [REBINstitute.com \(link is external\)](http://REBINstitute.com) or contact the Real Estate Business Institute (REBI) at [info@REBINstitute \(link sends e-mail\)](mailto:info@REBINstitute) or 800-621-8738

### **[Certified Residential Specialist / CRS](#)**

The CRS designation is the highest credential awarded to residential sales agents, managers, and brokers. On average, CRS designees earn nearly three times more in income, transactions, and gross sales than non-designee REALTORS®.

#### **Presented by Residential Real Estate Council**

Contact RREC at [https://www.crs.com/about-us/contact-us \(link is external\)](https://www.crs.com/about-us/contact-us) or 800-462-8841.

### **Counselor of Real Estate® / CRE®**

The Counselors of Real Estate® is an international group of recognized professionals who provide seasoned, expert, objective advice on real property and land-related matters. Only 1,100 practitioners throughout the world carry the CRE® designation. Membership is by invitation only.

#### **Presented by The Counselors of Real Estate®**

Contact CRE® at 312-329-8427 or [info@cre.org](mailto:info@cre.org) (link sends e-mail).

### **General Accredited Appraiser / GAA**

For general appraisers, this designation is awarded to those whose education and experience exceed state appraisal certification requirements and is supported by the National Association of REALTORS®.

#### **Presented by National Association of REALTORS®**

Contact GAA program staff at 800-874-6500 ext. 8268 or email [appraisal@realtors.org](mailto:appraisal@realtors.org) (link is external).

### **NAR's Green Designation / GREEN**

Through NAR's Green Designation, the Green REsource Council provides ongoing education, resources and tools to help real estate practitioners find, understand, and market properties with green features.

#### **Presented by The Green REsource Council**

Contact The Green REsource Council at [greendesignation@realtors.org](mailto:greendesignation@realtors.org) (link sends e-mail) or 800-498-9422.

### **Graduate, REALTOR® Institute / GRI**

REALTORS® with the GRI designation have in-depth training in legal and regulatory issues, technology, professional standards, and the sales process. Earning the designation is a way to stand out to prospective buyers and sellers as a professional with expertise in these areas.

- ✓ GRI 101: Skills for Success (CE-2)
- ✓ GRI 102: Managing Risk and Avoiding Lawsuits (CE-6)
- ✓ GRI 201: Tools of the Trade (CE-4)
- ✓ GRI 202: Building a Foundation (CE-10)
- ✓ GRI 301: Technology (CE-2)
- ✓ GRI 302: Expanding Your Base (CE-8)

### **Performance Management Network / PMN**

This designation is unique to the REALTOR® family designations, emphasizing that in order to enhance your business, you must enhance yourself. It focuses on negotiating strategies and tactics, networking and referrals, business planning and systems, personal performance management and leadership development.

#### **Presented by Women's Council of REALTORS®**

Contact the Women's Council of REALTORS® at 800-245-8512.

### **REALTOR® Association Certified Executive / RCE**

RCE is the only professional designation designed specifically for REALTOR® association executives. RCE designees exemplify goal-oriented AEs with drive, experience and commitment to professional growth.

#### **Presented by National Association of REALTORS®**

Contact Renee Holland at 312-329-8545 or [rholland@realtors.org](mailto:rholland@realtors.org) (link sends e-mail).

### **Residential Accredited Appraiser / RAA**

For residential appraisers, this designation is awarded to those whose education and experience exceed state appraisal certification requirements and is supported by the National Association of REALTORS®.

#### **Presented by National Association of REALTORS®**

Contact RAA program staff at 312-329-8268 or email [appraisal@realtors.org](mailto:appraisal@realtors.org) (link sends e-mail).

### **Seller Representative Specialist / SRS**

The Seller Representative Specialist (SRS) designation is the premier credential in seller representation. It is designed to elevate professional standards and enhance personal performance. The designation is awarded to real estate practitioners by the Real Estate Business Institute (REBI) who meet specific educational and practical experience criteria.

Visit [www.SRSCouncil.com](http://www.SRSCouncil.com) (link is external) or contact SRS at [customerservice@srsCouncil.com](mailto:customerservice@srsCouncil.com) (link sends e-mail) or 800-621-8738.

### **Society of Industrial and Office REALTORS® / SIOR**

The SIOR designation is held by only the most knowledgeable, experienced, and successful commercial real estate brokerage specialists. To earn it, designees must meet standards of experience, production, education, ethics, and provide recommendations.

#### **Presented by Society of Industrial and Office REALTORS®**

Contact SIOR at 202-449-8200.

## **Seniors Real Estate Specialist® / SRES®**

The SRES® Designation program educates REALTORS® on how to profitably and ethically serve the real estate needs of the fastest growing market in real estate, clients age 50+. By earning the SRES® designation, you gain access to valuable member benefits, useful resources, and networking opportunities across the U.S. and Canada to help you in your business.

### **Presented by SRES® Council**

Contact SRES Council at [sres@realtors.org \(link sends e-mail\)](mailto:sres@realtors.org) or 800-500-4564.

## **NAR Family Certifications**

### **At Home With Diversity® / AHWD®**

Learn to work effectively with – and within – today’s diverse real estate market. The At Home With Diversity certification teaches you how to conduct your business with sensitivity to all client profiles and build a business plan to successfully serve them.

### **Presented by the National Association of REALTORS®**

For more information on this course and its business principles, please contact us at [ahwd@realtors.org \(link sends e-mail\)](mailto:ahwd@realtors.org) or 800-874-6500 ext. 8393.

### **Broker Price Opinion Resource / BPOR**

The BPOR certification is no longer being awarded to members. Approximately 6,000 members have earned BPOR.

### **Certified Real Estate Team Specialist / C-RETS**

The Certified Real Estate Team Specialist certification is designed to improve team development, individual leadership skills, and financial performance. The courses provide the tools, strategies, and knowledge that are required of today’s real estate professionals who are either considering or currently operating in a team environment. It is for team leaders, team members, those looking to start a team, and those who simply want to sharpen their management skills.

Visit [www.REBINstitute.com \(link is external\)](http://www.REBINstitute.com) or contact the Real Estate Business Institute (REBI) at [info@REBINstitute.com \(link sends e-mail\)](mailto:info@REBINstitute.com) or 800-621-8738.

### **e-PRO®**

NAR's e-PRO® certification teaches you to use cutting-edge technologies and digital initiatives to link up with today's savvy real estate consumer.

### **Presented by the National Association of REALTORS®**

Contact e-PRO® at [epro@realtors.org \(link sends e-mail\)](mailto:epro@realtors.org) or 877-397-3132.

### **Military Relocation Professional / MRP**

NAR's Military Relocation Professional certification focuses on educating real estate professionals about working with current and former military service members to find housing solutions that best suit their needs and take full advantage of military benefits and support.

**Presented by REBAC (Real Estate Buyer's Agent Council)**

Contact us at [MRP@realtors.org](mailto:MRP@realtors.org) (link sends e-mail) or 888-648-8321.

### **Pricing Strategy Advisor / PSA**

Enhance your skills in pricing properties, creating CMAs, working with appraisers, and guiding clients through the anxieties and misperceptions they often have about home values with NAR's PSA (Pricing Strategy Advisor) certification.

**Presented by the National Association of REALTORS®**

[Contact us \(link is external\).](#)

### **Real Estate Negotiation Expert / RENE**

\This certification is for real estate professionals who want to sharpen their negotiation skills. The RENE certification program gives REALTORS® the tips and tools they need to be skillful advocates for their clients.

**Presented by the Real Estate Business Institute**

Contact us at [info@rebinstitute.com](mailto:info@rebinstitute.com) (link sends e-mail) or 800-621-8738.

### **Resort & Second-Home Property Specialist / RSPS**

This certification is designed for REALTORS® who facilitate the buying, selling, or management of properties for investment, development, retirement, or second homes in a resort, recreational and/or vacation destination are involved in this market niche.

**Presented by the National Association of REALTORS®**

Contact us at [resort@realtors.org](mailto:resort@realtors.org) (link sends e-mail) or 800-874-6500 ext. 8268.

### **Short Sales & Foreclosure Resource® / SFR®**

The SFR® certification teaches real estate professionals to work with distressed sellers and the finance, tax, and legal professionals who can help them, qualify sellers for short sales, develop a short sale package, negotiate with lenders, safeguard your commission, limit risk, and protect buyers.