



# The Oregon GRI

It's more than a designation, it's your career.

- Nationally Recognized Designation
- No Annual Fees
- Boost Your Earning Potential
- Local, Quality Courses
- Respected & Excited Instructors
- Stand Out From the Competition
- Learn to Successfully Sell Real Estate
- Grow Your Business

No more 4-day classes – now we offer 3 and 6 hour classes all over the state! Earn the GRI on your own time, wherever is convenient.

In today's competitive business environment, it often takes more than just motivation and initiative to succeed. Earning the Graduate, REALTOR® Institute (GRI) designation is a way to stand out to prospective home buyers and sellers as a REALTOR® who has gained in-depth knowledge on technical subjects as well as the fundamentals of real estate.

To earn the GRI, you must take 60 hours of approved GRI content. You can take any combination of our GRI Core Courses to meet your first 30 hours and then take either more Core Courses OR approved designations and certificates to complete your second 30 hours.

Essentially, you can walk out with the GRI, 60 hours of CE credit, and a few other designations/certificates. Talk about triple dipping!



"Getting the GRI designation is the best foundation a REALTOR® can obtain to increase professionalism and income. You also have the opportunity to network, meet REALTORS® around the state, and grow your business through referrals."

2016 OAR President Debra Gisriel, GRI, CRS, RSPS, CIPS, SFR

"The Professional Development Key Committee worked on the new GRI program for the past three years. We are so excited to bring the GRI back to Oregon with all new courses, instructors, and a system to earn the GRI in your own backyard! We love being able to offer GRI courses with your local association/board to make it easier for you to have quality education while gaining the confidence, knowledge, and credibility to boost your career."

2016 OAR PDKC Chair Lori Palermo, GRI



## STEP 1

Complete 30 hours of GRI Core Courses. Courses are being offered across Oregon. Find one near you on the OAR website calendar.

## STEP 3

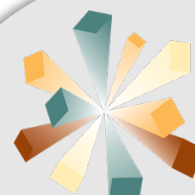
Register for GRI Graduation online. Complete and submit your GRI Graduation Application with all required documentation.

## STEP 2

Complete 30 additional hours of GRI content. Either additional GRI Core Courses or approved designations and certificates.

## STEP 4

OAR will verify your application and notify you of your GRI status within 2 weeks.



GRADUATE,  
REALTOR®  
INSTITUTE

More Details Online:  
[www.oregonrealtors.org/gri](http://www.oregonrealtors.org/gri)



OREGON  
ASSOCIATION  
OF REALTORS®

# Meet your new GRI Certified Instructors!



## **Caralee Angell, West Linn**

Caralee is local to Portland and grew up on the south side of town in West Linn. She is Principal Broker at Stellar Realty Northwest and combines her love of sales with real estate and teaching. This combination led to teaching real estate for the Oregon Association of REALTORS®, as Caralee chose the opportunity to become an OAR instructor and didn't look back. In her spare time, Caralee enjoys reading historical novels, training MMA, and teaching German.



## **Hector Ariceaga, Portland**

Hector held a real estate license and was active earning several professional designations with over 23 years of industry experience. In 2002, the President of the United States appointed him to the Federal Home Loan Bank of Seattle BOD, serving on both the Financial Operations & Products and Services & Housing Committees. From 1993 to 2002, Hector served as the Housing Authority of Portland Board Vice Chairman. He's served as a Red Cross Oregon Trail Chapter Board member and has a BA in Systems & Industrial Engineering, Masters in Business Administration & Technology Management, and has completed an Executive Education Program at Harvard Business School. He is the current VP of Business & Technology Development for First American Title Company of Oregon.



## **Rod Barker, Corbett**

Rod has a Doctor of Jurisprudence degree from the U of O School of Law with emphasis in Business, Criminal, and Family Law and a BA in Business Administration, Business Finance, & Business Management from Portland State University. He is a State of Oregon

Certified Mediator and a Distance Learning Teaching Academy Graduate of MHCC. Rod is a licensed Broker and Attorney and is currently the Dean of Business & Social Science at Mt. Hood Community College with 15 years of management experience. He has taught at Portland State University since 2003, Eastern Oregon University, Portland Community College, and Mt. Hood Community College where he was the director of a 2-year degree program in Entrepreneurship & Small Business Management. Helping people sell or buy a home or business is a passion – teaching/advising for real estate is his love.



## **Lesli Bauder, Portland**

Lesli is a native Portlander, longtime Washington County resident, and Managing Principal Broker for Kelly Right Real Estate. As a REALTOR®, team leader, instructor, principal and managing broker, she has had the opportunity to work with a variety of unique situations – there's always something new and interesting happening in the evolution of residential real estate! Lesli has been a teacher since her first job as a teenager, through 18 years at US Bank where she became a Vice-President of Customer Service, and during 12 of the 14 years of being a Portland Metro area REALTOR®. She is excited to be a part of the GRI Program bringing quality education with CE credit across Oregon and expanding the knowledge and best practices for all of us. She looks forward to your input, perspective, and seeing you in class!



## **Jo Becker, Oregon City**

As a former REALTOR®, Jo was licensed in Oregon for 8+ years and served on PMAR's Board of Directors and several committees – Fair Housing, Diversity, and Equal Opportunity/Diversity. From 2005-2016, Jo worked for Fair Housing Council of Oregon (FHCO), a nonprofit

authority of federal, state, and local fair housing laws. Focused on education and outreach, she has presented to thousands of individuals, specializing in housing providers (REALTORS®, property managers, private landlords, etc.) with consistently rave reviews. In her spare time, Jo studies, presents on, and works to help the community in the areas of disaster response, emergency preparedness, animals in disasters, and technical animal rescue. After living and working across the Portland Metro area, Jo made Oregon City her home with her multiple furry friends in 2006.



## **Adam Bogle, Ashland**

Adam has been a REALTOR® since 2003, and has spent his career keeping on top of trends in the real estate market. Adam has his GRI designation from early in his career and CRS designation since 2007. As a president of CRS Oregon, education has been a priority for Adam and he looks forward to sharing that with his students. Past President of Southern Oregon MLS and a long time contributor to the Oregon Association of REALTORS® on the Board and on key committees, Adam is also a working, successful broker in the trenches and brings that perspective to the classroom.



## **Pam Hoepfl, Eugene**

Pam Hoepfl is the Investment Manager at Precision Capital. She enhances the lives of clients financially, offering real estate joint ventures with an average of 10% interest return which makes her very popular. She

proudly sits on the Board of Directors for CASA of Lane County. Pam was the recipient of the "Women of Excellence" Business Woman of the Year award for the State of Oregon. She holds five Toastmaster designations as an Advanced Competent Communicator and Leader. She is one of the Oregon Association of REALTORS® Certified Instructors and is approved with Superior Schools to provide CE credit and quality education to REALTORS®.



## **Donna Jo "DJ" Merrifield, Corvallis**

Donna Jo is a Managing Principal Broker and company trainer for Coldwell Banker Valley Brokers in Albany and Corvallis. She joined Valley Brokers in 1993, became licensed in 1998, and received her Associate Broker's license in 2001. She teaches New Broker Training Series, CE courses, and coaches. DJ also teaches pre-licensing courses for Superior Training, Inc. at Linn-Benton Community College and Chemeketa Community College. She holds the ABR, CRB, and GRI designations. DJ's a past Local Director and Education Chair for the Willamette Association of REALTORS®, past Treasurer and President of the Willamette Valley Women's Council of REALTORS®, and currently volunteers on the OAR Business Issues Committee. In 2011, she was named the Willamette Association REALTOR® of the Year. DJ is happily married with two goofy pugs, two daughters and a step-son. She enjoys wine tasting, boating, dancing, and trying to "love" half marathons.



## **Brooke Yussim, North Bend/Coos Bay**

Brooke loves selling real estate and her enthusiasm resonates with clients. As an OAR instructor, she looks forward to passing along knowledge she's gained through years in the business. Brooke is Managing

Principal Broker and co-owner of Oregon Bay Properties, LLC located in North Bend on the southern Oregon coast in Coos County. She joined the real estate industry in 2006. In 2010, she and her husband opened Oregon Bay Properties, LLC. Brooke's primary business focus is on residential properties, bare land, and farms/ranches. However, her company also works with commercial/industrial sales and residential/commercial property management, broadening her expertise. Brooke's entire career has been in sales – retail sales and management in NYC, software sales in the San Francisco Bay area, and wholesale fashion sales/logistics in Los Angeles. Real estate has been the perfect addition to her sales career and she is excited to share it with you.

You can find out more about our Instructors, watch short videos, and see what courses they are certified to teach on our website. Check it out!

[www.oregonrealtors.org/education/instructors](http://www.oregonrealtors.org/education/instructors)

# Check out your new GRI Core Courses!



**Agency Professionalism (LARRC)** – This course covers the Agency, basic rules of statutory interpretation, real estate and property management license, disclosures, and practical case studies.

*\*Also counts for State of Oregon LARRC requirement.*



**Business Communication** – This course will enhance your abilities as a communicator. You will learn to sharpen your skills, study assertiveness and persuasion, and exercise your writing, speaking, and overall delivery skills.



**Buyers** – This course is designed to teach and create a solid foundation upon which to build an outstanding relationship of service to your buyer clients.



**Contracts** – Learn about vital contract elements, offer and acceptance, consideration, capacity of parties, lawful purpose, what is enforceable by law, and more.



**Finance** – Understanding real estate finance is key to guide clients through a transaction. This course covers mortgage process, escrow/title, short sales, foreclosures, loan programs, seller financing, investment properties, and more!



**Law** – This course covers critical aspects of Federal and State law, fair housing, license, agency, and real Oregon cases with practical based application.



**Negotiation** – Learn basic concepts, identify different approaches, and practice negotiation techniques hands-on from real life real estate scenarios.



**REALTOR® Professionalism (COE)** – Review the NAR Code of Ethics to find key articles, changes, and pointers you can apply to your day-to-day business dealings to ensure you're always ethical.

*\*Also counts for NAR Code of Ethics requirement.*



**REALTOR® Safety** – This course is an essential primer on how you, as a real estate professional, can limit your risk to preserve safety and facilitate positive business outcomes.



**Risk Management** – Taking and managing risk is the very essence of business survival and growth. Develop, implement, recognize, and monitor plans to address issues before they arise.



**Sellers** – Refine tools to uncover sellers, market your strengths, price the property, win the listing, and be competent in your abilities during and after the transaction.



**Technology** – Make technology work for you to market, prospect, and efficiently run your business. Learn about backups and security, marketing and promotion, and emerging social media.



**Transactions** – From start to finish, all aspects of the transaction will be covered, including: risk management, record retention, contracts, timeline, and more.

Each course is 3 or 6 hours long and counts for Oregon CE and GRI credit. View more course information and what can count for equivalency credit hours at: [www.oregonrealtors.org/education/courses](http://www.oregonrealtors.org/education/courses)