

# Keep it in the Family

## November is REALTOR® Designation Awareness Month

Now there's one place to go to find all the official REALTOR® classes, seminars and online education information. Visit [www.REALTOR.org/edmatrix](http://www.REALTOR.org/edmatrix).

With the NATIONAL ASSOCIATION OF REALTORS® and its nine Institutes, Societies and Councils you have the opportunity to earn valuable certifications and designations that can:

- Increase your income\*
- Build your skills to provide specialized expertise
- Add prestige to enhance your professional image
- Increase your marketability, proficiency and productivity

Find out more about the official NAR family of designations and certifications at [www.REALTOR.org/education](http://www.REALTOR.org/education).

### Earn An Official REALTOR® Designation or Certification

#### Official NAR Designations:



**ABR®**, Accredited Buyer's Representative, Real Estate Buyer's Agent Council (REBAC), 1-800-648-6224, [www.REBAC.net](http://www.REBAC.net)



**ABRM™**, Accredited Buyer's Representative Manager, Real Estate Buyer's Agent Council (REBAC), 1-800-648-6224, [www.REBAC.net](http://www.REBAC.net)



**ALC™**, Accredited Land Consultant, REALTORS® Land Institute (RLI), 1-800-441-LAND (5263), [www.riland.com](http://www.riland.com)



**CCIM™**, Certified Commercial Investment Member, CCIM Institute, 1-800-621-7027, [www.ccim.com](http://www.ccim.com)



**CIPS®**, Certified International Property Specialist, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 8412, [www.REALTOR.org/international](http://www.REALTOR.org/international)



**CPM®**, Certified Property Manager, Institute of Real Estate Management (IREM®), 1-800-837-0706, ext. 4650, [www.irem.org](http://www.irem.org)



**CRB™**, Certified Real Estate Brokerage Manager, Council of Real Estate Brokerage Managers, 1-800-621-8738, [www.CRB.com](http://www.CRB.com)



**CRS®**, Certified Residential Specialist, Council of Residential Specialists, 1-800-462-8841, [www.crs.com](http://www.crs.com)



THE COUNSELORS OF REAL ESTATE

**CRE®**, Counselor of Real Estate, The Counselors of Real Estate, 1-800-874-6500, ext. 8427, [www.cre.org](http://www.cre.org)



**GAA™**, General Accredited Appraiser, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 8393, [www.REALTOR.org/appraisal](http://www.REALTOR.org/appraisal)



**GRI™**, Graduate, REALTOR® Institute, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 8215, [www.REALTOR.org/gri](http://www.REALTOR.org/gri)



**PMN™**, Performance Management Network, Women's Council of REALTORS®, 1-800-245-8512, [www.WCR.org](http://www.WCR.org)



**RCE™**, REALTOR® association Certified Executive, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 8545, [www.REALTOR.org/rce](http://www.REALTOR.org/rce)



**RAA™**, Residential Accredited Appraiser, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 8393, [www.REALTOR.org/appraisal](http://www.REALTOR.org/appraisal)



**SIOR®**, Society of Industrial and Office REALTORS®, 1-202-449-8200, [www.sior.com](http://www.sior.com)



**SRES®**, Seniors Real Estate Specialist® 1-800-500-4564, [www.seniorsrealestate.com](http://www.seniorsrealestate.com)

#### Official NAR Certifications:



**At Home with Diversity®**, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 1201, [www.REALTOR.org/diversity](http://www.REALTOR.org/diversity)



**e-PRO®**, NATIONAL ASSOCIATION OF REALTORS®, 1-866-377-0627, [www.eProNAR.com](http://www.eProNAR.com)



**REPA™**, Real Estate Professional Assistant, 1-800-648-6224, [www.professional-assistant.com](http://www.professional-assistant.com)



**RSPS**, Resorts & Second-Home Markets, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 8393, [www.REALTOR.org/resort](http://www.REALTOR.org/resort)



**TRC**, Transnational Referral Certification, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 8376, [www.REALTOR.org/international](http://www.REALTOR.org/international)

*\* Based on the updated data with the 2007 survey and 2006 incomes, REALTORS® with at least one designation earn \$37,000 more than REALTORS® with no designations. REALTORS® with no designations earned a median of \$38,000 in 2006 while REALTORS® with at least one designation earned a median of \$75,000 for a difference of \$37,000.*



NATIONAL ASSOCIATION OF REALTORS®

*The Voice for Real Estate®*

