



ABR, Accredited Buyer Representative

With over 40,000 members, REBAC is the largest association of real estate professionals focusing on all aspects of buyer representation. Over 30,000 ABR® designees have completed the REBAC course, passed the test and provided documentation of buyer agency experience.

REBAC (Real Estate Buyer's Agent Council) Contact [REBAC](#), 800/648-6224, or visit the [REBAC Web site](#).



ABRM, Accredited Buyer Representative Manager

Geared to real estate firm brokers, owners and managers that have or wish to incorporate buyer representation into their daily practice, designees have taken and passed both the ABR® and ABRMSM course and provided documentation of past management experience.

REBAC (Real Estate Buyer's Agent Council) Contact [REBAC](#), 800/648-6224 or visit the [REBAC Web site](#).



ALC, Accredited Land Consultant

ALC's are the recognized experts in land brokerage transactions of five specialized types: (1) farms and ranches; (2) undeveloped tracts of land; (3) transitional and development land; (4) subdivision and wholesaling of lots; and (5) site selection and assemblage of land parcels. Acquire valuable skills through educational offerings leading to the ALC designation.

**REALTORS® Land Institute (RLI)
For information on the ALC designation call 800/441-5263, visit the [RLI Web site](#) or e-mail rli@realtors.org.**



CCIM, Certified Commercial Investment Member®

CCIMs are recognized experts in commercial real estate brokerage, leasing, valuation and investment analysis. The CCIM business network includes more than 7,500 designees and an equal number of candidates principally in North America, but also in Asia and Europe. CCIMs are backed by a respected education program, as well as superior technology products and business resources. CCIM Institute

**CCIM Institute
Call 800/621-7027, visit the [CCIM Web site](#).**



CIPS, Certified International Property Specialist

The CIPS network is comprised of 1,500 real estate professionals from 50 countries who deal in all types of real estate, but with one common element: they are focused specifically on the "international" market. Whether traveling abroad to put deals together, assisting foreign investors, helping local buyers invest abroad, or serving an immigrant niche in local markets, CIPS designees are consumers' best resource to ensure they are dealing with a professional skilled in the unique aspects of international real estate.

**NATIONAL ASSOCIATION OF REALTORS®
Call NAR Customer Service at 800/874-6500, e-mail [NAR International](#) or visit the [CIPS Education](#) page.**



IREM Institute of Real Estate Management

Since 1933, the Institute has dedicated itself to developing professionalism in the field of property management by setting standards of performance, experience, and ethics and by making available educational courses and publications to assist individuals and REALTORS® in gaining skills essential to quality performance in this field. If a career in property management interests you, ask IREM about the following marks.

Professional Marks Offered

- CPM® - (CERTIFIED PROPERTY MANAGER®)
- AMO® - (ACCREDITED MANAGEMENT ORGANIZATION®)
- ARM® - (ACCREDITED RESIDENTIAL MANAGER)
- ACoM - (ACCREDITED COMMERCIAL MANAGER)



CPM, CERTIFIED PROPERTY MANAGER®

Acquire valuable real estate management skills through educational offerings leading to the CPM® designation. CPM® members have the competitive edge in every area of real estate management from residential to commercial to industrial.

Institute of Real Estate Management (IREM) Contact Customer Service at 800/837-0706, ext. 4650 or visit the [IREM Web site](#).



ARM®, ACCREDITED RESIDENTIAL MANAGER®

ARM® members are specialists in the management of residential properties at the site level. They uphold high ethical standards in the practice of real estate management. IREM® education and experience are key components of this certification.

Institute of Real Estate Management (IREM) Contact Customer Service at 800/837-0706, ext. 4650 or visit the [IREM Web site](#).



AMO®, ACCREDITED MANAGEMENT ORGANIZATION®

AMO® firms demonstrate ethical standards, financial stability and a strong commitment to the proper management of their clients' assets.

Institute of Real Estate Management (IREM) Contact Customer Service at 800/837-0706, ext. 4650 or visit the [IREM Web site](#).



ACoM, ACCREDITED COMMERCIAL MANAGER CERTIFICATION

IREM's new certification for site managers of small to mid-size commercial portfolios, including those who manage office, retail, and industrial properties. If you are a commercial site manager and your portfolio has not yet reached the minimum size for the CPM designation, you can gain training, skills, and industry knowledge while working towards your CPM.



CRB, Certified Real Estate Brokerage Manager

The Certified Real Estate Brokerage Manager (CRB) designation is recognized industry-wide as the measure of success in brokerage and real estate business management. The designation is awarded by the Council of Real Estate Brokerage Managers to REALTORS® who have completed the Council's advanced educational and professional requirements. CRB designees consistently increase their level of industry knowledge, advance their earning and career potential, increase their firm's

profitability, and benefit from active involvement in our network of real estate professionals. The new CRB Designation Program now provides credit for management experience, higher education and previously earned NAR designations. Additional credits can be earned through the Council's management education programs delivered live or by Self Study on CD-ROM.

Council of Real Estate Brokerage Managers

For more information, contact [CRB](#), call 800/621-8738 or visit the [CRB Web site](#).



CRS, Certified Residential Specialist®

Interested in CE courses? [Visit the Indiana CRS calendar of events](#).

Council of Residential Specialists

Contact Customer Services at 800/462-8841, visit the [CRS Web site](#).



CRE, Counselor of Real Estate

The Counselor of Real Estate – or CRE – is a member of The Counselors of Real Estate, an international group of recognized professionals who provide seasoned, objective advice on real property and land-related matters. Only 1,000 practitioners throughout the world carry the CRE designation. Membership is by invitation only.

Counselors of Real Estate

Call 312/329-8427 or visit the [CRE Web site](#).



GAA, General Accredited Appraiser

Certified general appraisers wishing to increase their visibility should consider pursuing the GAA designation. The GAA designation is awarded to appraisers whose education and experience exceed state appraisal certification requirements and is supported by the NATIONAL ASSOCIATION OF REALTORS®.

NATIONAL ASSOCIATION OF REALTORS®

Call 800/874-6500 ext. 8393 or visit the [NAR Appraisal page](#).



GRI, Graduate REALTOR® Institute

Members involved in residential real estate who want a solid base of information for their practice will want to participate in the REALTOR® Institute program and earn the GRI designation.

Contact your State REALTOR® Association for course dates and locations. NAR maintains a clearinghouse of information for individuals interested in the GRI program. For more information, visit the NAR Education pages.



RCE, REALTOR® Association Certified Executive

Association executives interested in demonstrating commitment to the field of REALTOR® association management should pursue the RCE designation. AEs are recognized for their specialized industry knowledge and their association achievements and experience.

NATIONAL ASSOCIATION OF REALTORS®

Contact [Renee Holland](#), 312/329-8545. More information can be found at the [Association Executives Homepage](#).



RAA, Residential Accredited Appraiser

Certified residential appraisers wishing to increase their visibility should consider pursuing the RAA designation. The RAA designation is awarded to appraisers whose education and experience exceed state appraisal certification requirements and is supported by the NATIONAL ASSOCIATION OF REALTORS®.

NATIONAL ASSOCIATION OF REALTORS®

Call 800/874-6500, ext. 8393, or visit the [NAR Appraisal page](#).



SIOR, Society of Industrial and Office REALTORS®

The SRES® Designation program trains REALTORS® to profitably and ethically serve the real estate needs of clients age 50+. Includes first year membership in SRES Council and its umbrella of services.

Visit the [SIOR Web site](#).



PMN, Performance Management Network

The Performance Management Network (PMN) is a new REALTOR® designation that's built from the ground up to bring you the real-world skills, the know-how and the tools that will keep your business out front and on top of a lightning-fast market. This designation is unique to the REALTOR® family designations, focusing on the idea that in order to enhance your business, you must enhance yourself. The curriculum is driven by the following topics: negotiating strategies and tactics, networking and referrals, business planning & systems, personal performance management and cultural differences in buying and selling.

Women's Council of REALTORS®

Contact the WCR [Education Department](#), 1-800-245-8512 or visit the [WCR Web site](#).



SRES®, Seniors Real Estate Specialist

The SRES® Designation program trains REALTORS® to profitably and ethically serve the real estate needs of clients age 50+. Includes first year membership in SRES Council and its umbrella of services.

SRES Council

Call 800-500-4564 or visit the [SRES Web site](#).

Green Designation



The National Association of REALTORS® (NAR) Green Designation is the definition of green professionalism, excellence, and leadership for today's real estate practitioners. Specifically designed to address the educational needs of practitioners in residential, commercial, and property management markets, this training program is a true cross-over designation and the only green designation recognized by NAR.

For information on the Green Designation, visit the [Green Web site](#) (at www.greenresourcecouncil.org) or email greendesignation@realtors.org



NAR Family Certifications

AHWD, At Home with Diversity Certification

A ground-breaking professional education initiative designed to provide America's real estate professionals with training and tools to expand their business as well as home ownership opportunities for more Americans.

AHWD certification relays to the public that those certified have been professionally trained in and are sensitive to a wide range of cultural issues inviting a wider volume of business from a greater variety of cultures.

For more information on this course and its business principles, please visit the [At Home With Diversity](#) sub-site or contact [Diversity](#), 202/383-1201.



e-PRO, e-Pro Certification

e-PRO is a revolutionary new training program presented entirely online to certify real estate agents and brokers as Internet Professionals. The NATIONAL ASSOCIATION OF REALTORS®; is the first major trade group to offer certification for online professionalism. e-PRO is not about technology - its about how you can leverage your most powerful asset, your people-skills, into doing more business on the Internet.

A certificate in e-PRO gives you:

- Exhaustive Internet Training
- Unique Competitive Advantage
- Professional Distinction

For more information on the e-PRO® certification, visit the [REALTOR e-PRO® Web site](#).



Resort & Second-Home Property Specialist Certification

RSPS certification is offered by NAR Resort for resort and second-home professionals around the world. REALTORS® specializing in resort and second-home markets and interested in demonstrating their knowledge and expertise should pursue the RSPS certification. The RSPS core certification requirements include the NAR Resort & Second-Home Market Course and the RLI Tax-Deferred (1031) Exchange Course. RSPS applicants will also choose from nine different elective choices including courses from the NAR Education Matrix and the NAR Resort Symposium held every 18 months.

For more information, NAR Resort 312/329-8393, or visit the [NAR Resort Web site](#).



Transnational Referral Certification

The goal of this certification offered by the National Association of REALTORS® is to prepare real estate professionals to make and receive compensated referrals using the Transnational Referral system developed NAR and the International Consortium of Real Estate Associations (ICREA). Students will learn how to integrate international referrals, resulting in increased income, into their business plans.

When you are involved in an international referral, as a referring or receiving agent, the Transnational Referral Certification demonstrates to other real estate professionals that you are well versed in the procedures of the Transnational Referral system, have pledged to follow a code of conduct in business dealings, and expect that compensation, paid in a timely manner, will be an integral part of the transaction. For more information call 800/874-6500 ext. 8412 or visit [NAR International: Transnational Referral Certification](#)



Short Sales and Foreclosures Resource / SFR

REALTORS® with the SFR certification can be a trusted resource for short sales and foreclosures. Your ability to close short sales and foreclosures depends in part on your confidence in seeing these transactions through. Begin building your confidence today with SFR!

For more information e-mail SFR@realtors.org, call 877/510-7855, or visit www.realtorSFR.org.



REPA, Real Estate Professional Assistant

The Real Estate Professional Assistant (REPA) is a comprehensive two0day certificate course that provides an intensive introduction to the real estate business and to the specific ways support staff can become valuable assets to their employers. Every administrative employee in the brokerage office, from the listing secretary to the personal assistant, will benefit tremendously from this quick-start program.

For more information call 800-648-6224; email repa@realtors.org or visit www.Professional-Assistant.com

The Indiana Association of REALTORS® Education Department can be reached at 1-800-284-0084 extension 3236 or email Anne Baldwin at ahbaldwin@indianarealtors.com

