

ENHANCE YOUR EXPERTISE AND CREDIBILITY AS A REALTOR®

Professional Development is crucial for REALTORS® as it keeps them updated on industry trends, regulations, and best practices. By investing in continuous learning and skill enhancement, real estate agents can demonstrate their value to clients through up-to-date knowledge, negotiation skills, and the ability to provide tailored solutions that meet their specific needs. This commitment to growth positions REALTORS® as trusted advisors.

Suggested Professional Development Designations and Classes



HAR REALTOR® LAUNCH: YOUR PATH TO SUCCESS

In this four-day intense course you will gain insight on how to handle your transaction from contracts to close.



ABR, ACCREDITED BUYER'S REPRESENTATIVE

The ABR helps prepare real estate professionals to represent buyer clients in residential real estate transactions and provide the quality of service and degree of fidelity to buyers that sellers have customarily enjoyed.



SRS, SELLER REPRESENTATIVE SPECIALIST

Premier credential in seller representation. It is designed to elevate professional standards and enhance personal performance.



GRI: CONTRACTS TO CLOSING

A way to stand out to prospective home buyers and sellers as a REALTOR® who has gained in-depth market knowledge, increased proficiency in a broad array of subjects to enhance professionalism and business success.



RENE: REAL ESTATE NEGOTIATION EXPERT

The RENE certification program gives REALTORS® the tips and tools to be skillful advocates for their clients, professionalism and business success.



VALUE PROPOSITIONS FOR REALTORS®

How to develop client-centric value statements to attract and engage prospects and customers.



To explore other courses and designations, click on the appropriate link.
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