



# RAGFL University

*... a higher degree in real estate*

Available to active RAGFL Realtor® members only; no admissions fee.  
Specialty designation and certification course tuitions apply.

	Date last completed		Date Completed
<b>Required:</b> (complete all that apply)		<b>Specialty Designations</b> (in addition to 48 credits) (Tuitions apply)	
New Realtor®/New Broker Orientation	_____	<b>Required:</b> (complete in any order; at any Realtor® Association)	
45-hr Salesman Post License	_____	GRI-1 Standards of Practice (45 PL or 14 CE)	_____
60-hr Broker Post License	_____	GRI-2 Essential RE Techniques (30 PL or 11CE)	_____
14-hr License Renewal CE	_____	GRI-3 Real Estate Specialties (30 PL or 11 CE)	_____
3-hr Core Law	_____	Date Designation Earned	_____
<b>MLX &amp; iMap Training</b> (complete all unless optional)		<b>Minimum of 1 addtn'l designation required:</b> (in addition to 48 credits)	
MLXchange #1 – Getting Started	_____	ABR – Accredited Buyer Representative	_____
MLXchange #2 – Client Mgr & CMA	_____	(2-day course)	
MLXchange #3 – Listing Maintenance	_____	CIPS Essentials of International Real Estate	_____
MLXchange #4 – Customization	_____	CIPS Institute (5 days; 4 courses) + addtn'l	_____
MLXchange #5 – Webpage Setup	_____	documentation required	
IMapp Training (optional)	_____	Date Designation Earned	_____
RE Contracts Online (optional)	_____		
<b>Code of Ethics</b> (once every 4-yr cycle)	_____	CRS Certified Residential Specialist 1 of 4	_____
Credit hours – “R” = required		CRS Certified Residential Specialist 2 of 4	_____
<b>Seminars – Workshops –</b> (12 credits required)	Date Completed	CRS Certified Residential Specialist 3 of 4	_____
<b>Freshman - Level 1</b>		CRS Certified Residential Specialist 4 of 4	_____
2 Prospecting & Personal Marketing	_____	Date Designation Earned	_____
3R Writing Effective Contracts	_____	CCIM Cert Commercial Investment Mem Intro	_____
2 Basic Title Insurance	_____	CCIM CI-101 – Financial Analysis (pre-req) 1 of 4	_____
3R Writing a Listing Agreement	_____	CCIM CI-102 - Market Analysis 2 of 4	_____
2R Effective Communications	_____	CCIM CI-103 - User Decision Analysis 3 of 4	_____
2R Professional Etiquette	_____	CCIM CI-104 - Investment Analysis 4 of 4	_____
1ea Quantum Leaps Series (3 of 12 req)	_____	Date Designation Earned	_____
<b>Seminars – Workshops –</b> (12 credits required)		SRES – Senior Real Estate Specialist (2-day)	_____
<b>Sophomore - Level 2</b>		Date Designation Earned	_____
3R Negotiating Skills	_____	<b>Specialty Certifications –</b> min of 1 (in addt'n to 48 credits)	
1 Types of Loans & Their Performance	_____	At Home with Diversity (1-day)	_____
1 Loan Qualification Workshop	_____	ePro (online course)	_____
1 More Sales Working w/the Credit-Challenged	_____	Luxury Home Marketing Specialist (2-days)	_____
2 Tax & Asset Protection Strategies	_____	Transnational Referral Certification	_____
3R Roadmap to a Successful Closing	_____	SOCR Commercial Fundamentals	_____
3 Goal Setting/Business Planning	_____	(opt) Crossing Over to Commercial	_____
1 ea Quantum Leaps Series (3 of 12 req)	_____	(req) Intro to Commercial Real Estate	_____
<b>Seminars – Workshops –</b> (12 credits required)		(req) Mechanics of the Deal	_____
<b>Junior - Level 3</b>		(req) Working w/Commercial Lender	_____
1 Financial Planning for RE Professionals	_____	(req) Working w/Commercial Attorney	_____
1 Home Office Financial Rewards	_____	<b>Self-Help</b> (optionals)	
3 VA & FHA Mortgage Loans	_____	Hurricane Preparedness	_____
3 Essentials of Investing	_____	Safety & Self-Empowerment	_____
3 Fundamentals of Property Management	_____	Sticks & Stones/Home Improvement	_____
3 1031 Exchanges – Basic	_____		
1 ea Quantum Leaps Series (3 of 12 req)	_____	<b>NAME</b> _____	
<b>Seminars – Workshops –</b> (12 credits required)		please print	
<b>Senior - Level 4</b>		1) Submit RAGFL University Student Application form to RAGFL	
3 Investment Property Analysis	_____	2) Record your attendance on this sheet; submit to RAGFL	
3 1031 Exchanges – Advanced	_____	when all credits are accumulated	
3 Economic Market Analysis	_____	(additional course selections may be added)	
3 Landlord Tenant Issues	_____		
2 Property Tax Workshop	_____		
1 ea Quantum Leaps Series (3 of 12 req)	_____		
<b>Levels 1-4 completion total 48 credits</b>	_____		

This certification is not affiliated with or endorsed by the National Association of Realtors®.