



## ESTEEMED REALTOR® INSTITUTE AWARD APPLICATION

### APPLICANT INFORMATION

Full Name: \_\_\_\_\_ Date: \_\_\_\_\_  
*Last First M.I.*

Address: \_\_\_\_\_  
*Home Address*

\_\_\_\_\_

*City State ZIP Code*

Phone: \_\_\_\_\_ Email \_\_\_\_\_

Award Applying for:     Esteemed REALTOR® Award – Foundation     Esteemed REALTOR® Award – Master  
                                   Esteemed REALTOR® Award – Success             Esteemed REALTOR® Award – Leadership

### REAL ESTATE LICENSE INFORMATION

TYPE OF LICENSE/LIC #: \_\_\_\_\_ DATE ISSUED: \_\_\_\_\_

COMPANY NAME: \_\_\_\_\_

COMPANY ADDRESS \_\_\_\_\_

OFFICE PHONE NUMBER \_\_\_\_\_

### EDUCATION

*Credits for the Esteemed REALTOR® Institute™ Award are earned by taking courses offered by the Williamson County Association of REALTORS®. Duplicate courses will only be counted once. Members are to achieve a minimum of required courses under each Pillar. Exceptions to the described criteria are as follows: National designation classes taken at non-WCAR locations PRIOR to January 1, 2020 are the only classes taken outside of WCAR that are eligible to be applied toward an award. These classes are limited to the following: GRI classes, e-PRO, Accredited Buyer's Representative classes, Seller Representative Specialist, all Certified Residential Specialist classes and Ninja Selling.*

Foundation Level- Six Required Courses + Four Electives are required for pillar completion			
	Course Name	Completion Date	Location
1	Contracts: Putting the Pieces Together		
2	Successful Business Planning in a Changing World		
3	Home Inspections		
4	Contract to Close		
5	Mortgage Lending: Behind the Scenes		
6	Success with Sellers		
7	RealTracs: Basic		
8	RealTracs: Advanced		
9	Community Associations (Homeowners Associations/ HOA)		
10	Transaction Desk: Basic or Advanced		
11	Marketing Strategy and Lead Generation (ABR elective)		
12	Why Every Buyer Needs Title Insurance		
13			
14			
15			

<b>Success Level- Any eight courses from the below list are required for pillar completion</b>			
	Course Name	Completion Date	Location
1	Any 2 Graduated REALTOR® Institute (GRI) classes		
2	CRS 200: Business Planning & Marketing for the RS		
3	e-PRO Certification® (2- day course)		
4	CRS 126: 7 Things Successful Agents Do Differently		
5	Accredited Buyer's Representative® (ABR) (2- day course)		
6	Seller Representative Specialist (SRS) (2- day course)		
7	Digital Marketing		
8	Run your Business Like a Business		
9	REALTOR® Property Resource (RPR)- any 1 class		
10	Pricing in a Shifting Market		
11	Zoning and Codes		
12	CRS 204: Buying and Selling Income Properties		
13	Successfully Selling HUD Homes		
14	Helping Buyers with New Construction		
15	Listing New Construction Homes		

<b>Master Level- Any six courses from the below list are required for pillar completion</b>			
	Course Name	Completion Date	Location
1	Any 2 Graduated REALTOR® Institute (GRI) classes		
2	CRS 125: Zero- 60 Sales a Year (and Beyond)		
3	CRS 210: Building an Exceptional Customer Service Referral Business		
4	Real Estate Negotiation Expert (RENE) or Certified Negotiations Expert		
5	Short Sales and Foreclosures Certification (SFR)		
6	Seniors Real Estate Specialist (SRES)		
7	Ninja Installation (4-Day)		
8	Certified Luxury Home Marketing Specialist (CLHMS)		
9	The Nitty Gritty of Managing Residential Property		
10	1031 Exchange Course		
11	The Enhanced Policy		
12	All My Exes		

<b>Leadership Level-</b> Any six courses from the below list are required for pillar completion			
	Course Name	Completion Date	Location
1	Office Broker Management		
2	Recruiting for Success		
3	Managing a Multi-Generational Business		
4	Performance Leadership- Coach, Manage, and Mentor		
5	Building a Business Plan That Gets Results		
6	Certified Residential Specialist (CRS)		
7	Performance Management Network Designation		
8	CRS 127: Succession Planning- Building, Valuing and Selling Your Business		
9	NAR Leadership 100		
10	WCAR Leadership Academy		
11	Certified Real Estate Team Specialist (CRETS)		

**VERIFICATION**

By signing this application, I certify that the above information is correct to the best of my knowledge and I have submitted proof of education completed. Please include your TREC Education record ([verify.tn.gov](http://verify.tn.gov)) when submitting your application.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

Questions? Please reach out to WCAR’s Professional Development Department at: [education@wcartn.org](mailto:education@wcartn.org) or 615-732-5175

