

Judith R. Smith, Realtor®

Professional Education and Designations



ACCREDITED BUYERS REPRESENTATIVE

The Accredited Buyer Representative (ABR®) designation is the **benchmark of excellence in buyer representation**. This coveted designation is awarded to real estate practitioners by the Real Estate BUYER'S AGENT Council (REBAC) of the [National Association of REALTORS®](#) who meet the specified educational and practical experience criteria. The overall goals of the ABR® Designation course are to educate and prepare buyer's reps to provide the kind of service and fidelity to buyers that sellers have always enjoyed, and to offer methods for building buyer representation business.



GRADUATE REALTOR INSTITUTE

The GRI designation is recognized nationwide as the standard for real estate professionalism and knowledge and is acquired by real estate professionals who want a competitive edge by increasing their earning potential, learning the latest farming, listing, financing and marketing techniques, increasing their professionalism, meeting new colleagues for referrals and networking, and to broaden career horizons.



CERTIFIED RESIDENTIAL SPECIALIST

The **Certified Residential Specialist** is the highest Designation awarded to sales associates in the residential sales field. The **CRS Designation** recognizes professional accomplishments in both experience and education. Since 1977 the Council of Residential Specialists has been conferring the CRS Designation to agents who meet its stringent requirements. You, as a seller or buyer, can rest assured: **CRS is the symbol of excellence and quality in the residential real estate market today.**

"You'll be glad you chose a Certified Residential Specialist"



CERTIFIED NEW HOME SPECIALIST™ & Residential Construction Certified

The **CNHS™** and **RCC™** *Certifications* identify a Realtor as a true real estate professional with in-depth knowledge of the products they sell along with the knowledge of residential construction which allows them to work more professionally with buyers, sellers, appraisers, inspectors, lenders, designers, engineers and construction professionals.



SENIOR REAL ESTATE SPECIALIST

Seniors Real Estate Specialists are REALTORS who are **qualified to meet the special needs and concerns** of maturing Americans. A national program since 1998, The Senior Advantage Real Estate Council offers a specific designation, SRES, to identify those members who have successfully completed its education program along with other prerequisites. By earning the SRES designation, your REALTOR has demonstrated requisite knowledge and expertise to counsel senior clients through major financial and lifestyle transitions involved in relocating, refinancing, or selling the family home.