



The Master of Brokerage Principles (MBP) certification program is offered by GRAR to provide education specifically aimed at the Designated Realtor or manager of our brokerage firms whose role is much more complex than that of a salesperson.

Members who have receive this certification complete specialized management training in best practices, key issues facing broker/owners such as office policy manuals, E&O claims, LARA audits, trust accounts, ABAs, cyber security, fraud protection, supervisory issues, and more.

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|  <p><b>Risk Management &amp; Professionalism</b></p> | <p><b>MBP SESSION #1</b></p> <ul style="list-style-type: none"> <li>• Managing Risk Through Risk Retention</li> <li>• E&amp;O Coverages and Exclusions</li> <li>• Claims</li> <li>• Areas of Concern</li> <li>• Key Risk Management Techniques</li> <li>• Cyber Security</li> <li>• Wire Fraud Update</li> </ul>   |
|  <p><b>All Things LARA &amp; RESPA</b></p>          | <p><b>MBP SESSION #2</b></p> <ul style="list-style-type: none"> <li>• Requirements for Trust Accounts &amp; Audit Practices</li> <li>• Trust Accounts (Using Your Own v. Title)</li> <li>• Earnest Money Deposits</li> <li>• Advertising Law</li> <li>• Supervisory Requirements</li> <li>• Unlicensed Activity: Identification and Enforcement</li> <li>• RESPA</li> </ul>                                  |
|  <p><b>Office Policies &amp; Procedures</b></p>    | <p><b>MBP SESSION #3</b></p> <ul style="list-style-type: none"> <li>• Teams: Licensing Framework (Brokers v. Salespersons, Salespersons v. Licensed Assistants, Commercial v. Residential, Individuals v. Subsidiaries, Scope of Permissible Activity), Role of Licensed &amp; Unlicensed Assistants, Structure, Code Compliance Issues, and Compensation Issues</li> <li>• Office Policy Manuals</li> </ul> |
|  <p><b>GRAR DR Bootcamp</b></p>                    | <p><b>MBP SESSION #4</b></p> <ul style="list-style-type: none"> <li>• Your Role, Responsibilities, Expectations, Risks, and Benefits</li> <li>• Brokerage/Company Policy Manual</li> <li>• Anti-Trust Update</li> <li>• MLS Exchange</li> <li>• GRAR/DR Admin Issues</li> <li>• Professional Standards and Grievance</li> <li>• MR Legal Hotline</li> <li>• GRAR Current Initiatives</li> </ul>              |