



Why Earn the SRS Designation?

The Seller Representative Specialist (SRS) Designation, now recognized by the National Association of REALTORS®, is the premier credential in seller representation. It is designed to elevate professional standards and enhance personal performance. The designation is awarded to real estate practitioners by the Council of Real Estate Brokerage Managers (CRB) who meet specific educational and practical experience criteria.

Regardless of how long you have been in the business, working with sellers is the primary focus for agents across the country. Whether you are new to the industry or a seasoned veteran, the SRS Course will redefine your 'normal' and reinvent the way you represent sellers. You will learn tips and tools that will equip you to list in today's marketplace.

For the last several years, it has been apparent that there has not been training for Seller Agents similar to the REBAC ABR designation disciplines. The SRS Designation takes a new agent to an accomplished level sooner and an already successful agent to an even higher level of competency.

How to Earn the SRS

Any licensed REALTOR® who wishes to earn the SRS designation must complete specialized training and other experiential requirements.

SRS Designation Requirements

(Effective March 28, 2016)

All requirements must be completed within two (2) years of taking the SRS Course or the applicant must re-take the Course. Only REALTORS® who meet all of these requirements and have been officially awarded the SRS designation are permitted to call themselves an SRS and use the SRS credential, emblem and/or logo.

1. Successful completion of the Seller Representative Specialist (SRS) Designation Course.
2. Successful completion of **one** SRS elective course.
 - The elective course may be taken prior to completing the SRS Designation Course.
 - [Click here](#) for a current list of approved elective courses.
3. Documentation verifying five (5) completed transactions in which you acted as a seller representative. Only ONE of the following is required for each of your five (5) completed transactions:
 - MLS sold property sheet verifying the **sold** property indicating **your name as the listing agent**. You may redact identifying information such as property address, buyer, seller information, etc.
 - OR-
 - Copy of the closing settlement statement (or a letter from your broker verifying that each transaction closed) **AND** a copy of the signed seller agency agreement or listing agreement. The agreement must verify the agent's name and/or include the agent's signature as the seller's agent. Providing only the name and/or signature of the seller's agent's broker is not sufficient.
4. Maintain active membership status as an SRS and with the National Association of REALTORS®. Exception: international members of SRS do not have to be members of NAR.

For more information, visit www.srscouncil.com