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## **Lindholm of H. Pearce Co. earns GRI designation**

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According to H. Pearce Co. president and CEO Barbara Pearce, Liisa Lindholm of the New Haven regional office recently earned the Graduate Realtor Institute (GRI) designation. She joins other top producers in the residential real estate industry who hold the designation across the nation.

Lindholm earned the GRI designation by attending a specific, intensive series of a minimum of 90 hours of classroom instruction that covered a variety of subjects, including: contract law, ethics, sales and marketing, finance, environment and health issues, technology, and dispute resolutions. She, along with the other GRI designees, also learned the fundamentals of brokerage and other areas of real estate specialization.

The Realtor Institute is designed to educate practitioners about local, state, and national real estate practices that affect them, their clients and customers. The Institute is taught by leading real estate professionals from around the country.

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