

Certified Green Broker™

30 hour Certificate Program for Commercial Real Estate Brokers

30 hours credit towards the LEED Credential Maintenance Program



Making the business case for green practices and understanding the economics and legalities of sustainability is a skill set every broker needs. Investment analysts confirm that the price of office buildings now and in the future will be significantly impacted by sustainable features. Local and state agencies encourage sustainable practices in construction reviews, and soon these practices will become required. What does this mean for the commercial broker? What will the standard of practice become, and what knowledge and information must a commercial broker obtain to adequately represent their customers and clients?

The Green Broker™ Certification program trains commercial brokers to identify and discuss the essential issues related to green features of projects and provide appropriate advice and counsel on the benefits of buying and building Green. The program offers 30 hours of real estate continuing education credit, and gives brokers the right to display the certification on their business cards and other marketing materials.

The program is endorsed by the USGBC (United States Green Building Council) and is rapidly becoming the standard for commercial real estate professionals for "green" knowledge.

If you already hold a LEED certification, this program will qualify for 30 hours towards the LEED Credential Maintenance Program.

The Certified Green Broker™ program is an online program and tuition is \$350. A comprehensive, downloadable resource library is available for your business use. Graduates of the program also have access to the CBA Green Lease.

A Certified Green Broker™ must successfully complete required courses that cover core competencies related to building green and score a 75% passing grade on a comprehensive examination. To obtain the Certificate, applicants must be licensed real estate brokers.

"The class was easy to take over the internet and the materials were very well presented. There were tons of links to other sources, which exposed me to the whole green world. I recently spoke about this with a developer who does a lot of GSA work and I told him I had taken the Green Broker class through CBA. He checked it out while we were talking. His feedback was "This Is Great, this level of education is ideal for the brokerage community. Very much in demand." - Constance Wilde, vice-president, CB Richard Ellis, Seattle, WA

Here is an overview of what is covered in this course:

- One: What is Sustainable Building and Why Does it Matter?
- Two: The Business Case for Greening Commercial Buildings
- Three: Location, Location, Location
- Four: Greening the Process
- Five: The Building as System
- Six: Introduction to Energy
- Seven: Introduction to Indoor Environmental Quality
- Eight: Materials
- Nine: Site and Water
- Ten: The Green Lease

For more information, go to www.greenbrokereducation.com or call Tricia Deering or Amy Robitaille at 425 820 3348 or 1.800.275.2522.