



National Association of Realtor's Designation  
Developed by and for Women's Council of Realtors



# Why PMN?

**Professional training so powerful, it'll  
keep your competition up at night.**



# Why get a PMN designation?

## The 4 C's

- Clients
- Colleagues
- Career
- Credit



# PMN Designation Benefits



- Exclusive Classes—PMN's Only
- Referrals
- Designation Logo Usage
- PMN Pin
- WCR Chapter Annual Report--Bonus Points
- Promotion Requirement--**PMN designation Required** for Some State & National Positions





# Who is Eligible?

REALTOR®

REALTOR-  
Associate®

REALTOR®  
Association  
Executive



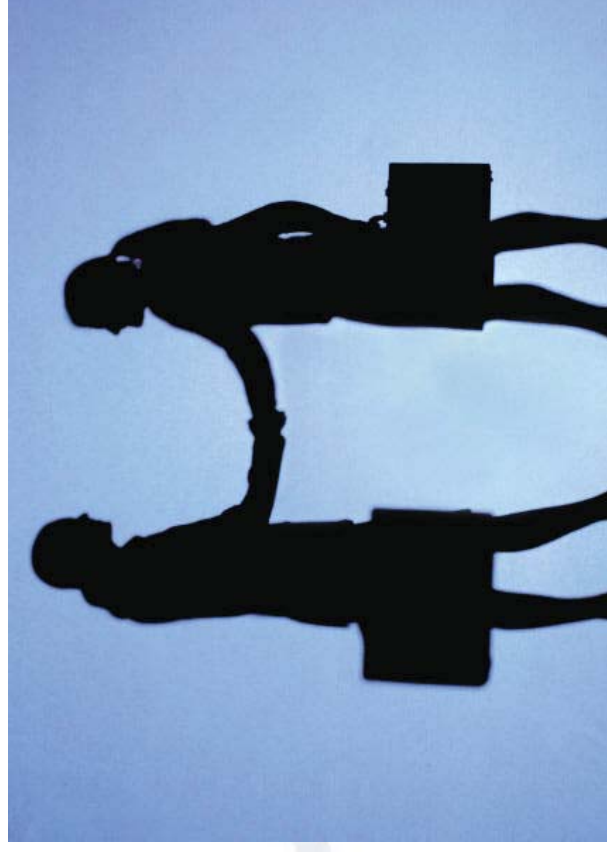


# What must I do to complete the PMN Designation?

**Complete Class Work (3)**



**Complete Referral Points (30)  
Within 24 Months**





# Must Complete 3 Classes

- 3 Core Classes

- 2 Core Classes

+

OR



1 Elective



# Core Classes

- Must Successfully Complete Any Three!!
  - "Effective Negotiating for Real Estate Professionals"
  - "Networking & Referral Systems"
  - "The Business of Your Business:
    - People, Planning, Money & Management"
  - "Harnessing the Power: Skills Based Performance Management"



# Elective Classes

- **NAR's Short Sale and Foreclosure Resource/SFR**
- **NAR's At Home With Diversity/AHWD**
- **NAR'S e-PRO**
- **NAR'S Resort & Second-Home Property Specialist / RSPS**



# 30 Points within 24 Months



- Submit documented evidence of closed referral transactions (sales) within the past 24 months totaling 30 points...



## How do I get 30 pts?

- Referral to/from another national WCR member = 10 points each
- Referral to/from a non-WCR REALTOR<sup>®\*\*</sup> = 5 points each
  - **\*\*Recruit this REALTOR<sup>®</sup> to become a national WCR member, and you double the points earned.**
- Referral from a client = 2 points each



# Information?

- Visit [www.wcr.org](http://www.wcr.org) and select the link, [“Performance Management Network”](#)
- Get Information For:
  - PMN Designation
  - PMN Classes
  - Link to the PMN Class Schedule



# Where Can I Take a PMN Class?

- National Women's Council/NAR  
Conferences
- State Women's Council/ Florida  
Realtor Conferences.
- Local Chapters

# Who Else Can Host a PMN Course?



- In addition to WCR National, WCR State, and WCR Local Chapter
- Any REALTOR® Association or Real Estate School can host a PMN course.
- Visit [www.wcr.org](http://www.wcr.org) and select the [“Performance Management Network”](#) link to download the “Guide to Course Delivery.”



# Where Do I Find a Schedule of Classes Being Offered?

- Check [www.wcr.org](http://www.wcr.org) for NAR Conference Schedules .
- Check your WCR Florida Realtors' Organization for State Conference Schedules. Example: WCR Florida [www.wcrfl.com](http://www.wcrfl.com)
- Check your Local Chapter for classes.



# How Do I Apply?

For  
Performance Management Network  
Designation?



# Get Started!!

1. Visit [www.wcr.org](http://www.wcr.org)
2. Select the “Performance Management Network” link and **download the application.**
3. Return the completed application along with the application fee and first year dues to the address on the application.



# What Information Must I Send?

- Documented Evidence of Closed Referral Transactions (sales) within the past 24 months totaling 30 points.
- **Include Closing Dates and Information.**

# What is Documented Evidence?



- Company Referral Form
- Copy of Check
- Client Lists
- Signed Statement from  
Broker



# How Much Do I Send with My Registration?

- \$75 Registration Fee
- \$99 Annual Designation

» Dues





# When Will I Receive the Designation?

- Upon completion notification of qualification is sent to the applicant.
- PMN designations are awarded at state and national conferences.



# Florida WCR

**PRESENTS!!**

PMN Elective

**Short Sale Foreclosure Resource**

Rosen at Shingle Creek

August 25, 2010



**WHY ARE YOU WAITING?**

**Sign-up Today!**