

***What is PMN?***

The Performance Management Network is a REALTOR® designation built from the ground up to bring you the real-world skills, the know-how and the tools that will keep your business out front and on top of an evolving market. The Performance Management Network's [suite of professional performance **training** courses](http://www.wcr.org/our-designation/course-descriptions.aspx)is taught by recognized experts who dig deep into the hot topics that are driving the marketplace and shaping your business.

Enhance your career. Grow your business. Expand your sphere of influence. Apply to become a candidate of the Performance Management Network today! PMN Designation [requirements](http://www.wcr.org/our-designation/designation-requirements.aspx) include a combination of coursework and referral transactions.

DESIGNATION REQUIREMENTS

1. **Must be a REALTOR®, REALTOR-Associate® or REALTOR® Association Executive and complete the**[**PMN application**](http://www.wcr.org/media/282752/pmn_app_2013.pdf)**.**

**2. Successfully complete at least three Performance Management Network courses:**

* Effective Negotiating for Real Estate Professionals
* Networking & Referral Systems
* Leadership Excellence
* The Business of Your Business: Formula, Financials, Function & Freedom ([**Available Online**](http://www.wcr.org/our-designation/online-course-business-of-your-business.aspx))
* Harnessing the Power: Skills Based Performance Management

Note: Any one of the following National Association of REALTORS® certifications may be used to replace one PMN course credit.

* At Home with Diversity (AHWD)
* Broker Price Opinion Resource (BPOR)
* e-PRO
* Military Relocation Professional (MRP)
* Resort & Second-Home Property Specialist (RSPS)
* Short Sales and Foreclosures Resource (SFR)

**3. Submit documented evidence of closed referral transactions (sales) within the past 24 months totaling 30 points as follows:**

* To/from another national WCR member = 10 points each
* To/from a non-WCR REALTOR®\*\* = 5 points each
* From a client = 2 points each

\*\* Recruit this REALTOR® to become a National WCR member, and you double the points earned.

***Please complete the reverse side of this form if you would like to be considered for this quarter’s PMN Scholarship of $125. Email the form to Sandy Pearce at*** [***pearcesjp@gmail.com***](mailto:pearcesjp@gmail.com)

***Women’s Council of REALTORS®***

***Application for PMN Scholarship***

***Fredericksburg Chapter***

***Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_***

***Number of Years as a REALTOR® \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_***

***Other designations held: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_***

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***Explain why you would like to earn the PMN designation:***

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