



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

It's a whole new marketplace out there.

Your customers are savvier and more demanding. There's more and more information, but less time to process it. And the competition is fiercer and faster than ever.

That's why the Women's Council of REALTORS® offers a professional designation designed for the way you work today: the Performance Management Network.

The Performance Management Network is a REALTOR® designation that's 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 a lightning fast market.

Designed by some of real estate's best and brightest minds, the Performance Management Network's suite of professional performance training courses is taught by recognized experts who address the hot topics that are driving the marketplace and shaping your business:

- Negotiation strategies and tactics
- Networking and referrals
- Business planning and systems
- Personal performance management
- Cultural differences in buying and selling

Simply put, the Performance Management Network will give you the edge you need to take your business higher than you ever imagined. Giving your competition some sleepless nights.

For more in-depth information about the Performance Management Network designation, including course content, times and locations, visit http://www.coursecalendar.com/designation_pmn.html

Name _____

Company Name _____

Company Address _____

City _____

State _____

Zip _____

Phone (_____) _____

Fax (_____) _____

E-mail _____

Association of REALTORS® in which you hold membership: _____

Type of membership held: REALTOR® REALTOR-ASSOCIATE® Association Executive

Other REALTOR® Designations you currently hold: _____

I am already a national WCR member and am enrolling as a candidate of the Performance Management Network Designation.
\$150 (includes a \$75 one-time designation application fee and \$75 for the first year's designation dues)

Check enclosed OR Please charge my credit card
 Visa MasterCard American Express Discover

Card Number _____

Expiration Date _____

Signature _____

Date _____

Please make checks payable to WCR.
Annual Dues: A \$75 annual fee will be invoiced with your membership dues in subsequent years.

This application waives all claims against the Women's Council of REALTORS®, or any of its officers or employees, as individuals or as a group, for any official act in connection with the business of the Council, particularly as to its or their acts in admittance of candidacy, advancement as a candidate, or subsequent to the awarding of the Performance Management Network Designation, suspension, expulsion or discipline as a member. Annual membership dues and designation dues must be paid to WCR in order to remain a member in good standing of the Performance Management Network Designation program. A candidate member cannot use the Performance Management Network Designation logo until awarded the designation, and such misuse of candidacy status will be cause of summary termination of candidacy. All forms, applications and printed material relative to application for candidacy of the Performance Management Network Designation reflect immediately that it is understood by the applicant that completion of courses and/or credits qualify applicant only for eligibility for designated status. The awarding of the designation shall be recommended or rejected at the sole discretion of the Governing Board of the Women's Council of REALTORS® at one of its regularly scheduled meetings.

Signature _____

Date _____

Thank you. Confirmation of your application will be sent to you shortly.



Women's Council of REALTORS®
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