

Enhance your career.  
Grow your business.  
Expand your sphere of influence.

Join the Women's Council of REALTORS® for this class and luncheon, being brought to you with the financial support of the following WCR Chapters:

- |                     |                          |
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| 1. Athens Chapter   | 8. Georgia Chapter       |
| 2. Atlanta Chapter  | 9. Greater Macon Chapter |
| 3. Cherokee Chapter | 10. Gwinnett Chapter     |
| 4. Cobb Chapter     | 11. Metro East Chapter   |
| 5. Coweta Chapter   | 12. Metro South Chapter  |
| 6. DeKalb Chapter   | 13. Savannah Chapter     |
| 7. Fayette Chapter  | 14. West Georgia Chapter |

The Performance Management Network is a REALTOR® designation built from the ground up to bring you the realworld 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 is taught by recognized experts who dig deep into the hot topics that are driving the marketplace and shaping your business.



Performance Management Network Course

## The Business of Your Business: Formula, Financials, Function & Freedom

This newly-revised course will teach you how to think about the business of your business, make it more profitable and you more successful. You'll learn strategies for systemizing your business as well as fundamentals for improving your bottom-line and achieving your financial goals. Learn the how's and why's of staffing, how to develop an actionable business plan and why your role should be that of a CEO working on the business versus an employee working in it.



### Details and registration at [www.garealtor.net](http://www.garealtor.net).

Registration fee for Georgia REALTORS® ONLY (lunch included):

- \$85 Early Bird before June 2, 2011
- \$115 Regular before June 14, 2011
- \$135 Onsite begins on June 14, 2011

Fee for all other students is (lunch included):

- \$135 before June 14, 2011
- \$155 Onsite begins on June 14, 2011

This class is eligible for a GAR Scholarship. Details / online application at: [www.garealtor.com/garscholarships](http://www.garealtor.com/garscholarships).

Questions: Amy Asher, 678-597-4124, [aasher@garealtor.com](mailto:aasher@garealtor.com)

To earn and maintain the PMN Designation through the Women's Council of REALTORS®, you must be a REALTOR® and meet all the designation requirements. For the additional requirements for the PMN Designation, visit <http://www.wcr.org/PerformanceManagementNetwork/DesignationRequirements/tabid/118/Default.aspx>