



CMP and MIRM Designation Elective Credits

Candidates must obtain 50 designation elective credits from these five categories:

- 1) Education
- 2) Professional Experience
- 3) Professional License and Designations
- 4) Industry Service and Recognition
- 5) Professional Education

Elective Credit (submit supporting documentation where applicable.

1. Education—Maximum of 20 designation elective credits from this category.

Highest Level of Degree	Credits
Misc. college credit – Real Estate, Marketing, Interior Design, Architecture	10
Associate’s Degree	10
Bachelor’s Degree	15
Bachelor’s Degree – Real Estate, Marketing, Interior Design, Architecture	20
Post Graduate Degree	20
College CE Courses (5 credits per course, 3 courses max)	15

2. Professional Experience—Maximum of 20 designation elective credits from this category.

Note: Elective credit is awarded only for experience in excess of the initial three (3) year requirement. Submit a detailed resume of job functions and responsibility.

Level of Experience	Credits
Credit every year as a new home salesperson or interior merchandiser	1
Credit every year as a new home sales director (supervisory)	2
Credit every year as a new home marketing director (supervisory)	2
Comparable experience in a related field*	TBD

*Upon review, the IRM Admissions & Standards Committee may, at their discretion, allow credit for comparable experience in a related field in the housing industry.

3. Professional License and Designations—Maximum of 30 designation elective credits from this category.

Categories	Credits
Licensed Real Estate Salesperson	10
Licensed Real Estate Broker	20
CSP, SHMS, CGB, CBR, GMB, CGA, GRI, CRS, CRB, MAI or any other Real Estate or Interior Design Designation*	10

*Candidates can only declare two designations max, each worth 10 elective credits, cannot exceed 20 total.

4. Industry Service and Recognition—Maximum of 20 designation elective credits from this category.

Categories	Credits
Teaching/public speaking on real estate or sales/marketing (max of 10 credits)	5
Published marketing articles (max of 10 credits)	5
Sales & Marketing award(s) (max of 10 credits) ¹	TBD
Comparable experience in a related field ²	TBD

¹ The Million Dollar Circle Award does not count towards elective credits. The Million Dollar Circle Award is considered a sales volume award and not an industry service recognition award. Local Award - one credit each; State/Regional Award - two credits each; National Award - three credits each; Silver Award at The Nationals – four credits each; and Gold Award at The Nationals – five credits each.

² Upon review, the IRM Admissions & Standard Committee may, at its discretion, allow credit for comparable experiencing a related field in the housing industry.

5. Professional Education—Maximum of 20 designation elective credits from this category.

NAHB/HBA/SMC or Regional Convention Sales and Marketing Programs, Special Marketing and Sales Seminars, and Other IRM Approved Programs:

Note: Credits determined by instructional hours, receive one (1) designation elective credit for each one (1) hours of instruction.

Non-NAHB/HBA.SMC Courses and Programs:

Note: Credits determined by instructional hours. Non-NAHB/HBA/SMC courses and programs receive one (1) designation elective credit for each two (2) hours of instruction.