

*talented*

*honest*

*accountable*

*dedicated*

# **Do you have what it takes to be a PCM Partner?**

*reliable*

*committed*

*unwavering*

*trustworthy*

*truthful*

*organized*

*enthusiastic*

*integrity*

# The PCM Partner Program

## What is it?

A long term investment in you and your future! The PCM Partner Program is designed to recognize the very highest performing property managers in our organization. PCM Partners are an elite group of managers who have a proven track record of exceptional performance and attitude.

## Why is it a big deal?

It provides never-before-heard-of leadership and training opportunities, recognition and **significant** rewards\*. Here's just a sample of what you can expect:

### Leadership Opportunities

- ◆ Membership to the Associate Enrichment Committee
- ◆ Inclusion in senior management meetings and outings

### Training Opportunities

- ◆ Annual full day of accelerated training with Larry Connor
- ◆ Ride-alongs with Regional Senior Management Team members

### Recognition

- ◆ Bio and photo on The Connor Group website [www.theconnorgroup.com](http://www.theconnorgroup.com)
- ◆ Listed as part of the Leadership Team in the company directory

### Rewards

- ◆ Immediate base pay increase of 5% - 10%
- ◆ Fully-paid health insurance coverage for you and eligible family members
- ◆ Annual share in profit based on your property's cash flow

\* Terms and conditions apply.

The PCM Partner Program shall be construed and governed by the law of the State of Ohio.

# The PCM Partner Program

And here's an additional reward we want to mention ...

For every year you are a PCM Partner, **\$10,000** will be credited to an account for your benefit.

Think of it as a dream annuity.

What could you do with **\$50,000** or **\$100,000**? Or even **\$150,000**?

Just how **big** can you dream?

## How do I become a PCM Partner?

By meeting these criteria:

- ◆ Be a profit center manager (PCM) for two years or more
- ◆ Meet or exceed NOI at your property for the prior 12 months
- ◆ Receive a customer service score of 3.7 or higher for the prior 12 months
- ◆ Score no less than an 8.0 average on systems checks for the prior 12 months
- ◆ Be able to build and retain talented and committed salespeople and maintenance personnel
- ◆ Lead by example and exemplify these key qualities: honesty, integrity, and a belief in our core systems
- ◆ Receive the strong endorsement of your Senior Management Team

## Whom should I contact if I have questions?

If you are currently employed by The Connor Group, contact your SMT.

If you are not currently employed by The Connor Group and are interested, please call our Recruiting Department at 937-434-3095.