CMLX OVERVIEW

Why Should I Get Certified?

Identifying skill sets and competencies is critical to a rapidly changing industry. Successful MLS management includes an awareness of technology and its uses in the real estate marketplace, increased sophistication in negotiating mergers and cooperative agreements, the ability to manage layers of employee and volunteer structures, and the oversight necessary to ensure sound financial management. In addition, the specialty knowledge involved in data systems and internet marketing is important for today's successful MLS management.

The benefits of earning this designation are apparent. Designees will be recognized for having proven themselves to be knowledgeable within the industry and increase their opportunities for career mobility and advancement. For employers, certification is a trusted way of recognizing accomplished employees. For the MLS industry, certification builds an image of professionalism and encourages the hiring of professional MLS executives and senior staff.

CMLX Designation Levels

The CMLX designation is structured into tiered segments, which is based loosely on a collegiate, graduate, and post-graduate program. Here, certification is designated as “Professional,” “Executive,” and “Expert.” Some have pre-course requirements, and some are followed by a pass/fail exam or case study analysis.

Level V Certification: Volunteer Leadership

***Overview*:** The Volunteer Leadership program is designed for MLS volunteer leadership (board of director members) who want to deepen their industry knowledge. This course is a self-paced, online learning experience. Level V is designed to cover broad MLS-related subject matter for an overall review of the key components of a successful MLS.

The Volunteer Leadership course is available to all CMLS members and MLS volunteer leadership. Member organizations are responsible for registration and payment on behalf of their volunteers.

Level 1 Certification: MLS Professional

***Overview*:** The MLS Professional program is the first in a three-level educational program. CMLX1 is designed to cover broad MLS-related subject matter for an overall review of the key components of a successful MLS.

The MLS Professional course is available to all CMLS members and MLS volunteer leadership. Member organizations are responsible for registration and payment on behalf of their volunteers.

***Conclusion*:** Upon completion of the MLS Professional designation, recipients will have broad knowledge of all key components of an MLS, a general understanding of the distribution and protection of data and an awareness of the various governing and ownership models existing in the industry today.

Level 2 Certification: MLS Executive

***Overview*:** The MLS Executive program is the second in a three-part educational program. While CMLX1 covers broad MLS subject matter, CMLX2 is designed to clarify expectations for and improve the core competency of MLS executives. This level designation is open to MLS executives, MLS staff (with approval of the MLS Executive) and industry partners.

Conclusion: By the end of the MLS Executive level program, graduates should be fluent in the terminology, practices, relationships, and capabilities expected of leaders in the industry.

Level 3 Certification: MLS Expert

Overview: The MLS Expert program is the last of a three-part educational series to prepare MLS executives to be experts in critical areas of the MLS industry. The Expert Level designation is available to MLS Executive and senior staff only (such as COO) with permission of the MLS Executive.

Graduates are exposed to critiques, classroom debates, high-level writing skills, challenging subject matter, critical thinking skills, and a defense of their final project to industry peers. Participants also receive individualized professional coaching to improve their management skills and leadership style.

Find Out More

CMLS members interested in submitting an application to participate in the CMLX designation program may contact the CMLS office at cmlx@councilofmls.org for more information.