

# What do all these designations mean?

Voted Super Real Estate Agent since 2007  
by Twin Cities Business and Mpl. St. Paul Magazine!



How does a Realtor get on this list that includes only 3—5% of the licensed real estate agents in Minnesota? It is the consumers themselves who identify and evaluate agents. Tens of thousands of home buyers who have recently purchased a home for \$250,000 or more are asked to name and evaluate agents with whom they have had direct and personal experience. Both positive and negative responses are accepted and weighted. In this way, the very origins of this list are client satisfaction, not volume or sales dollars. No real estate agent has paid to appear on the list. A panel of industry experts reviews each real estate agent on a preliminary list. Panelists are able to recommend other agents for inclusion and to removal. The list is based on what consumers need, namely these 9 items: customer service, integrity, market knowledge, communication, negotiation, closing preparation, finding the right home, marketing a home, and overall satisfaction. Since only 3—5% of real estate agents make the list, it really contains only exemplary professionals!



**Realtor**—member of the National Association of Realtors, which is a professional organization that requires following a strict code of ethics.



**Graduate, Realtor Institute**—in depth training in legal and regulatory issues, technology, professional standards and the sales process.



**Accredited Buyer's Representative**—a unique understanding of home buyer's needs and how to best serve them, specialized information to stay on top of home buying issues and trends and exclusive resources.



**Certified Residential Specialist**—has an over 30 year legacy of giving residential real estate professionals the tools they need to be successful in any market through education, resources and connections.



**Short Sales & Foreclosure Resource**—how to help sellers maneuver the complexities of short sales as well as help buyers pursue short sale and foreclosure opportunities in today's market.



**Certified Distressed Property Expert**—has a thorough understanding of complex issues in today's real estate industry and knowledge of foreclosure avoidance options available to homeowners.



**Seniors Real Estate Specialist**—how to ethically serve the real estate needs of the fastest growing market, clients age 50+.



**E-PRO**—teaches how to use cutting-edge technologies and digital initiatives to link up with today's savvy real estate consumer.



**GREEN**—provide awareness and knowledge of green building principles applied in residences and communities and guide buyer-clients in purchasing green real estate.



**CLHMS**—assures affluent buyers and sellers that the agents who have earned it have the knowledge, experience, competence, and confidence they require. Members must have documented performance in the TOP 10% of their markets.



**Remax Platinum Club**—members have to have earned \$250,000—\$499,999 in gross commissions during the preceding calendar year.



**Remax Hall of Fame**—members that have earned \$1,000,000 in commissions with Remax

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