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# Certified Revenue Management Executive (CRME)

# Professional Development Tracker

# *for initial application and recertification*

CRME [applications](https://americas.hsmai.org/certification/%E2%80%8Bcertified-hospitality-revenue-management-executive-crme-certification/#1559226349797-4800aaf3-9e62) and [recertifications](https://americas.hsmai.org/certification/%E2%80%8Bcertified-hospitality-revenue-management-executive-crme-certification/#1566241302359-dd89227f-338a) require on-going professional development.

Track your ROC@Home professional development credits here and file them for when you need them!

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| **Course Name** | **Date** **Watched** | **Points** | **Attended?** |
| **Pre-recorded presentations** | Command Your Mindset keynote with Dr. Jannell MacAuley |  | .5 | 🔾 Yes |
| Pricing Psychology in Challenging Times webinar |  | **.5** | 🔾 Yes |
| Marketing in a Zero Click World |  | **.25** | 🔾 Yes |
| AI & Machine Learning for Business Leaders |  | **.25** | 🔾 Yes |
| Better in 6m 40s |  | **.25** | 🔾 Yes |
| 80 Hours in October – Key Learnings Hurricane Michael |  | **.25** | 🔾 Yes |
| Revenue Management — The Good, the Bad, and the Ugly |  | **.25** | 🔾 Yes |
| Get Their Hands Out of Your Cookie Jar! |  | **.25** | 🔾 Yes |
| Driving the Revenue Management Culture Past Rooms |  | **.25** | 🔾 Yes |
| How to Own Your Owner |  | **.25** | 🔾 Yes |
| What’s Different About Revenue Management in Franchised Hotels? |  | **.25** | 🔾 Yes |
| **ROC@Home LIVE Sessions** |  |  |  |  |
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|  | **TOTAL PROFESSIONAL DEVELOPMENT HOURS** |  | **\_\_\_\_\_** |  |

# Questions? We’re here to help!

Contact Kathy Tindell at +1 703-506-2010 or ktindell@hsmai.org.