



Campus FMs: Show the World You're a PRO with the ProFM Credential

Thursday, May 16, 2019
1:00 PM Eastern Time

This session will be recorded. A link to the presentation slides and recording will be made available within a week.



Today's Speakers



Randy Olson
Vice President,
Business Development
ProFMI



James Myers
P.E., ProFM
Principal,
Myers Services

What We Will Cover

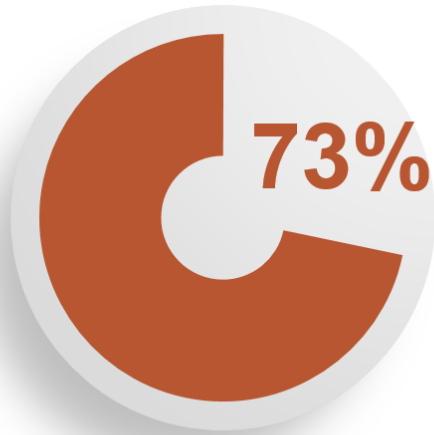
- ✓ **Value of FM Training & Credentials**
- ✓ **24 Things Every FM Should Know**
- ✓ **Advancing Your FM Career**
- ✓ **Elevating Your FM Skills in 5 Steps**
- ✓ **Complete, All-in-one Program**
- ✓ **Special Offers and Questions**

How Can FM Credentials Make an Impact?

- ☑ Define a **global standard of knowledge and skills**
- ☑ Provide a platform for employers to **bring a team's knowledge and skills to a common level**
- ☑ Help professionals **update and expand** their **technical knowledge** to increase on-the-job performance
- ☑ Prepare individuals for **management** or their **next career move**

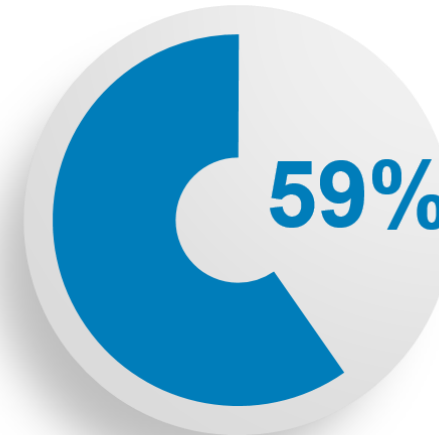


Value of FM Training & Credentials



73% of organizations say that **FM certifications/designations are important** in making decisions about **promoting employees**.

(BOM FM Workforce Survey 2017)



59% of organizations reported that education and training **increased facility staff productivity**.

(BOM Training Budget Survey 2015)



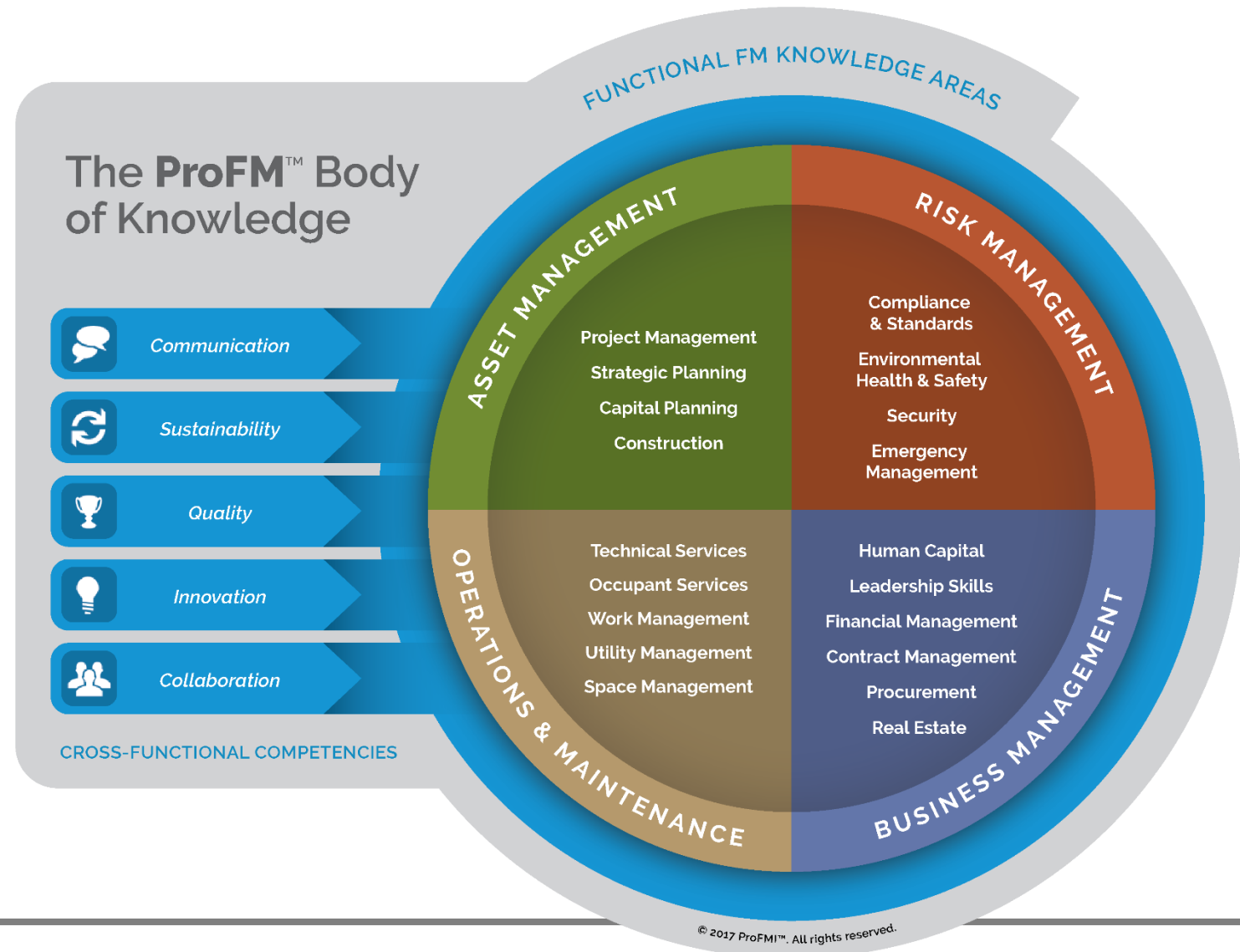
66% of organizations
**provide support for
employees to get FM
certifications/designations.**

(BOM FM Workforce Survey 2017)

24 Things Every FM Should Know

Defines the **knowledge, skills, abilities, and behaviors** required for facility managers to be successful now and in the future. This success is dependent on not only *what you know*, but *how you apply it*.

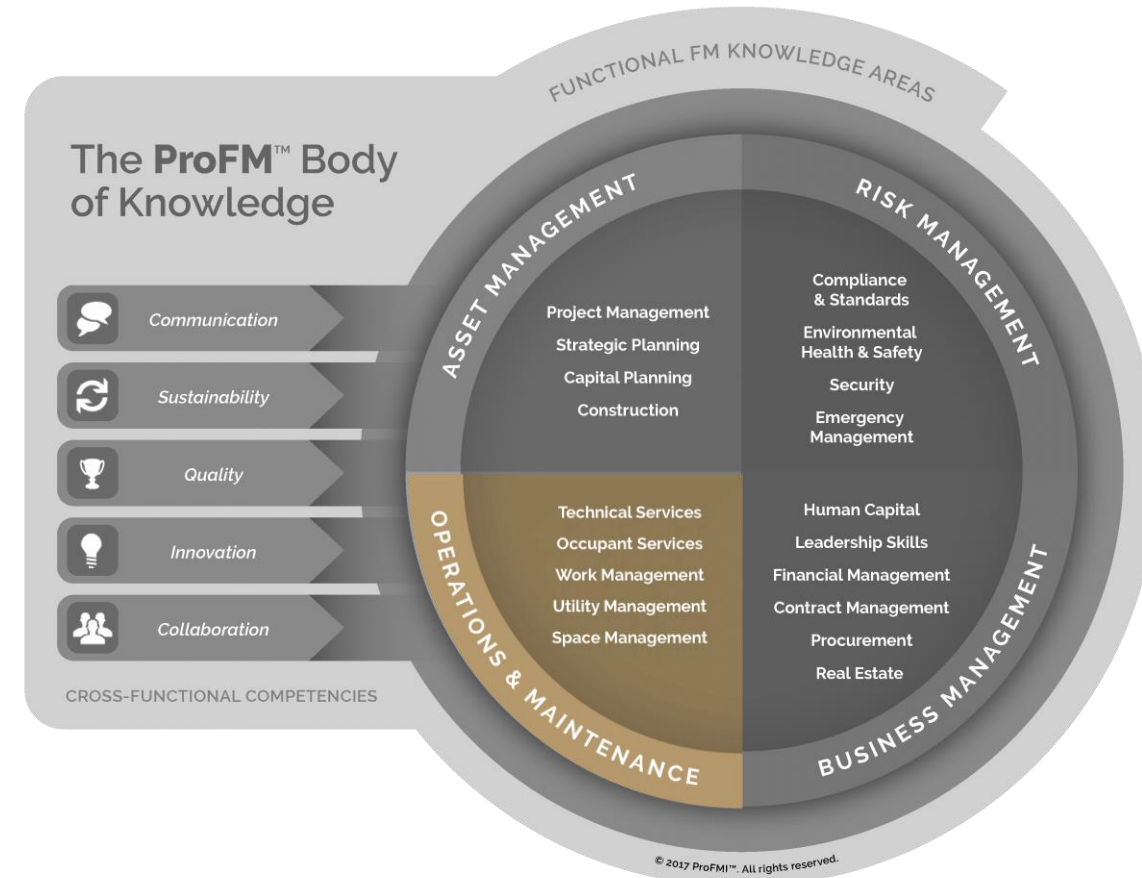
www.ProFMi.org/BOK



Operations & Maintenance

All of the **services, processes, workflows, and tools** required to assure that the built environment functions as designed and constructed.

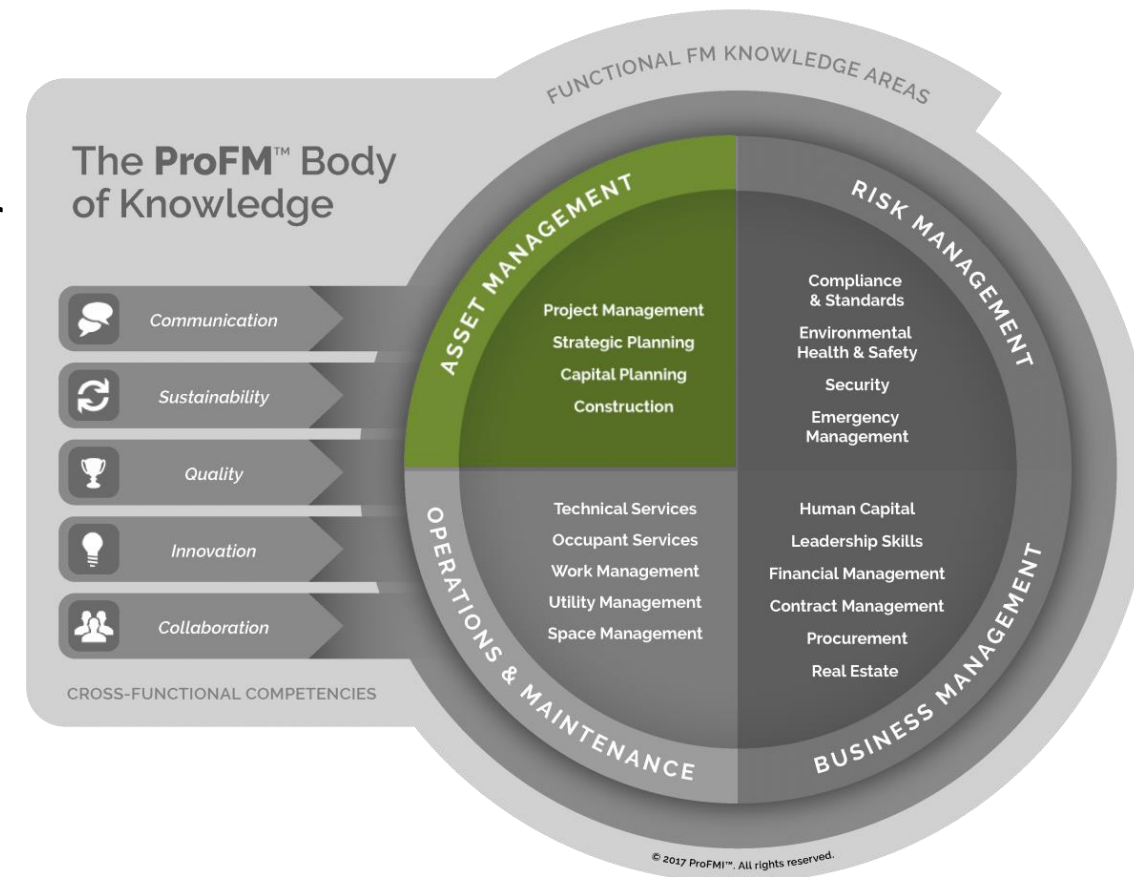
- **Operations:** Work practices required to operate the services and systems.
- **Maintenance:** The technical activities, planned or reactive, needed to keep the systems operational and in good working order.
- **ProFM Topics:**
 - Technical Services
 - Occupant Services
 - Work Management
 - Utility Management
 - Space Management



Asset Management

The “coordinated activity of an organization to realize value from assets.”

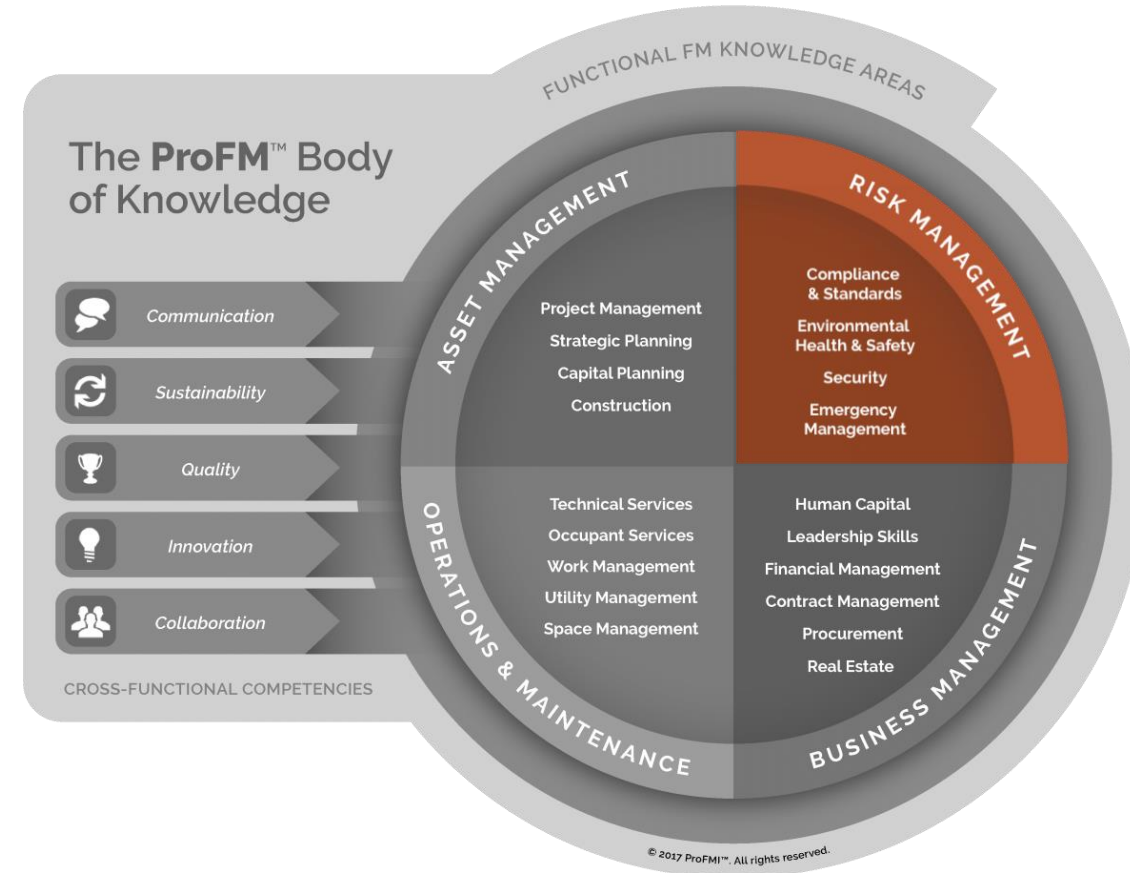
- **Asset:** An item, thing, or entity that has potential or actual value to an organization. Can include a widely distributed portfolio of undeveloped land, facilities (all buildings, the site, and site improvements), and equipment.
- **ProFM Topics:**
 - Project Management
 - Strategic Planning
 - Capital Planning
 - Construction



Risk Management

The process of **identifying, analyzing, and treating** the risks that an organization faces.

- **Risk:** The possibility that an outcome will be different from what has been anticipated or planned for.
- **ProFM Topics:**
 - Compliance & Standards
 - Environmental Health & Safety
 - Security
 - Emergency Management



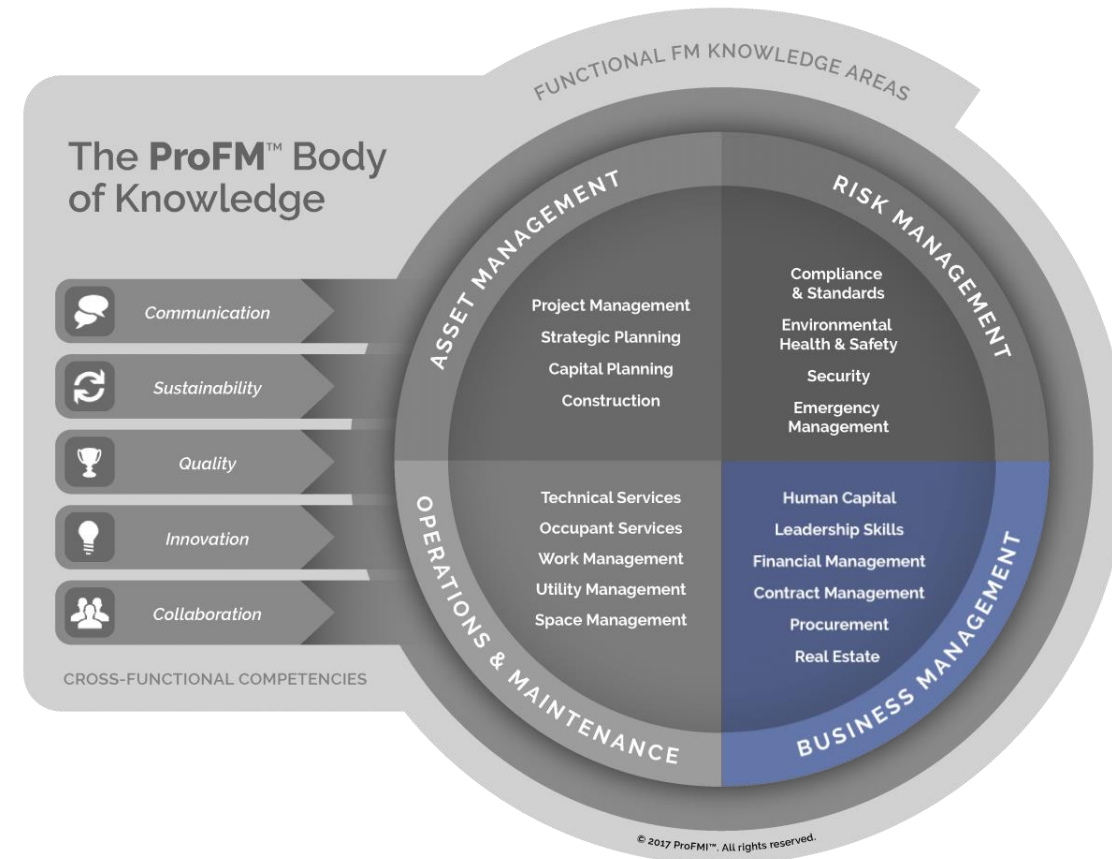
Business Management

Facility managers are business managers.

Managing the facility function as a business in its own right is a critical mindset for facility managers to adopt. When facility managers realize that results are what counts, they will hold themselves accountable for success.

■ ProFM Topics:

- Human Capital
- Leadership Skills
- Financial Management
- Contract Management
- Procurement
- Real Estate

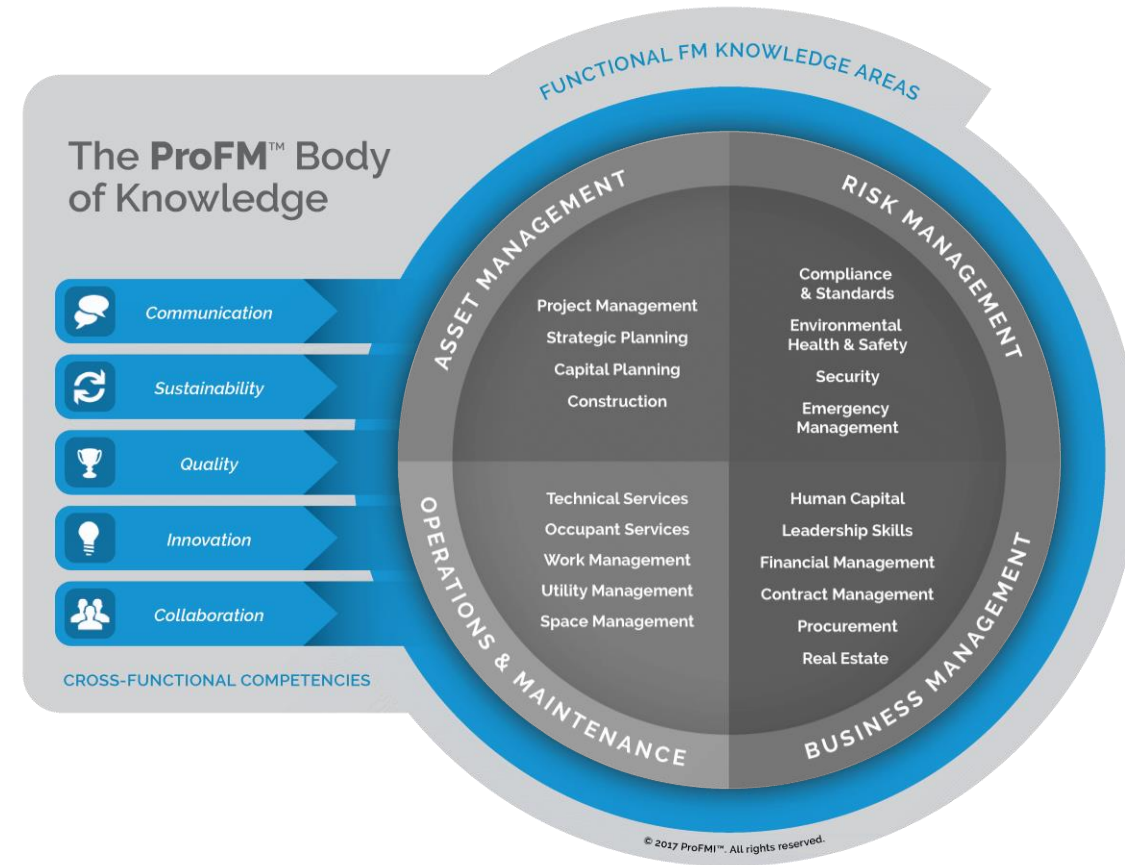


Cross-Functional Competencies

A **competency** is a cluster of **skills, knowledge, abilities, and personal traits** that allow one to perform certain roles or tasks successfully and at an advanced performance level. Competencies can be technical, managerial, cognitive, and interpersonal.

■ ProFM Topics:

- Communication
- Sustainability
- Quality
- Innovation
- Collaboration



How Can ProFM Help Facility Professionals?

Meet Employer Needs

84% of employers say there is a **gap between the FM skills and knowledge their teams require and what they currently possess.**

Improve Performance

81% of FM professionals feel that they **could use more FM knowledge, skills and training for their current job.**

Advance Career

77% of FM professionals feel that they **need more FM knowledge and skills to advance further** in their profession/organization.



Source: 2019 FM Training Outlook Survey, BOM

How Can ProFM Help FM Employers & Managers?

Define Requirements

Only **55%** of organizations have **defined the knowledge and skills required** of their FM teams.

Build New Skills

65% of employers have had **difficulty finding FM job applicants with the right technical skills.**

Increase Performance

75% of employers have seen **better job performance in their staff as a result of FM training and credentials.**



Source: 2019 FM Training Outlook Survey, BOM

Elevate Your FM Skills In 5 Steps



INVEST



ProFM Credential Program: Self-study program or instructor-led course.

ASSESS



Assess your current FM knowledge and identify gaps with an online pre-test.

ENHANCE



Enhance your FM knowledge by reviewing the online or printed reading materials.

CHECK



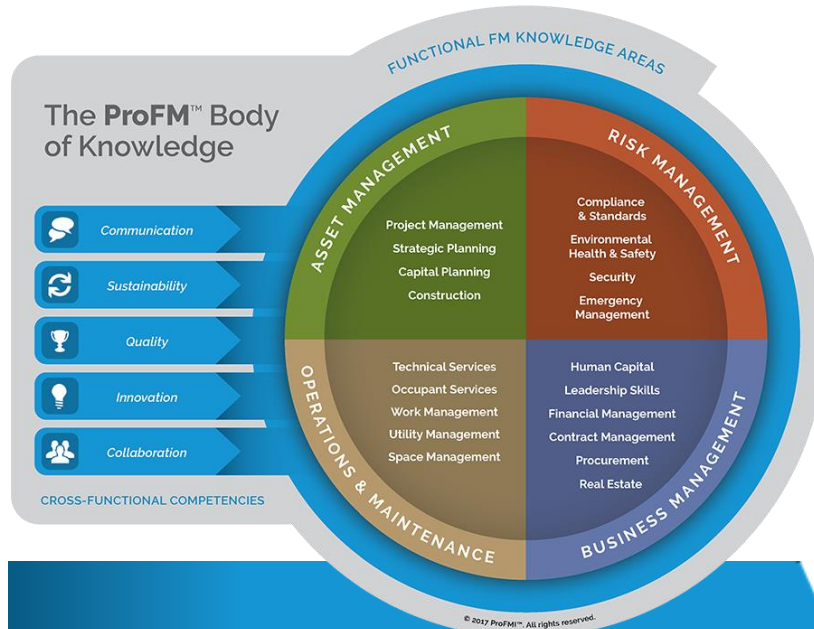
Check your knowledge and reinforce the concepts you've learned with online quizzes and flashcards.

EARN



Once you've completed your studies, pass the embedded online final assessment to earn the ProFM credential. Renew after 3 years.

Delivering the “24 Things” in One Complete Program



**KNOWLEDGE
EXAM**

75 Knowledge-based
Multiple-choice Questions
⌚ Duration: 90 Minutes

**APPLICATION
EXAM**

50 Situation-based
Multiple-choice Questions
⌚ Duration: 90 Minutes

EARN THE

ProFM[™]
CREDENTIAL

**GLOBAL FM
STANDARDS**

**COMPREHENSIVE
TRAINING**

**ALL-IN-ONE
CREDENTIAL**

Earn ProFM Your Way: Three Learning Options

SELF-STUDY PROGRAM



- Self-paced, on your schedule
- Convenient, mobile-optimized
- Reading materials, online study tools, ProFM final assessment

INSTRUCTOR-LED COURSE



- Experienced instructor
- Networking & peer discussion
- Self-study materials + live or online course

CORPORATE/GROUP TRAINING



- Common language and skills
- Customized training
- Self-study or instructor-led
- Volume pricing on groups of 2+

ProFM Credential Program

10% Savings for CFTA Members



Self-Study Program Options	Standard Price	10% Savings for CFTA Members
Online Only	\$1,695	\$1,525.50
Online + Print	\$1,745	\$1,570.50

If you are a CFTA member, contact Ann Hollins at association@cfta.org for your special 10% discount code.

Resource Links



MAP YOUR GAP

Compare your knowledge
& skills to the ProFM
Body of Knowledge



FREE TIPS & TOOLS

Access a guided tour,
reading materials sample,
whitepaper, and more!



ORDER ONLINE

Get the ProFM
Credential Program &
become a ProFM!

www.ProFMi.org



Connecting Leaders in Campus Technology

Campus
FM
Technology
Association

2019 / Conference

July 30th – August 2nd

Sheraton Austin Hotel at the Capitol | 701 E 11th St., Austin, TX 78701



Keynote:

Lynn Allen

Technology Evangelist



• Learn. Share. Build

CFTA brings together campus FM technology professionals and solution leaders for four days of educational sessions and presentations, round-table discussions, campus tours, and networking opportunities. Learn best practices, connect with your peers, hear from inspiring practitioners, shape the future of your work and feel energized to build, design, and manage your campus systems.



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Questions?

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