



Anticipated Expenses for First Year Move Managers

- **NASMM Membership:** \$549 per company ([Click here to see the steps to NASMM Membership](#))
- **NASMM Cornerstone Courses:** (required) \$189 per owner. The Cornerstone Courses focus on four (4) core competencies that all Senior Move Managers need to understand. These courses will not teach you how to become a Move Manager.
- **FrontDoor Training:** (not required, but strongly recommended) \$1499. This is NASMM's complete business development training program.
- **NASMM New Member Bundle:** NASMM offers a new member bundle that includes membership, the Cornerstone Courses, the FrontDoor training and NASMM Navigator. The bundle is \$2699 - (retail value \$4376), a 40% discount over purchasing individually!
- **NASMM Annual Conference Attendance:** (not required but strongly recommended) NASMM 2026 will be held October 1-4 in Indianapolis, IN
- **Back Office Support:** NASMM recommends [NASMM360.com](https://www.nasmm360.com). **Free to all members.** This all-encompassing system provides you with everything you need to set up your office including estimating tools, billing, contact management, staff communication, social media reviews and more.
- **NASMM Navigator Operations Manual** (not required but recommended) NASMM Navigator operations manual provides a standardized framework for conducting business, ensuring consistent service quality, facilitating staff training, mitigating risks, enabling scalability, and ultimately enhancing client satisfaction.
- **NASMM@Home Specialist Training:** (optional) \$549. NASMM developed the online NASMM@HOME Specialist course to help you expand your client connections, increase your revenue opportunities, and offer your clients a more comprehensive menu of services. NASMM@HOME will help you reach your clients sooner and under less crisis-driven circumstances while you help them safely “age-in-place” in their current home.
- **General Business Liability Insurance:** \$500-\$1000 annually. NASMM offers a program specifically designed for NASMM members - information on this program will be provided to you upon joining NASMM. Our business insurance program includes both professional liability and general business liability.

- **Website Development:** (free if you can do it yourself) or professionally \$500 and up depending on the level of sophistication of your site. Because your website is your most important marketing real estate, this is an area where we encourage you make a decent investment.
- **Packing supplies:** You'll need to determine whether you are using cardboard boxes or if you are investing in a more green method of using reusable plastic storage bins.
- **Storage:** Do you have an area at your home for this - or will you need to seek out storage options.
- **Tools:** Do you have all the appropriate tools and supplies you will need for your projects?
- **Vehicle:** Will you need to invest in a vehicle to transport your supplies?
- **Accounting:** You will need to invest in some sort of accounting program or contract with an accountant to assist you in the financial end of your business. Many NASMM members use QuickBooks online. Have you filed for all the appropriate licenses in your state? There will be fees associated with this. Will you file your own taxes or will you have your accountant file them for you.
- **Legal:** Do you need an attorney? NASMM includes a contract and a liability clause in the FrontDoor training. While the contract was developed by NASMM's legal counsel, you are encouraged to have it reviewed to make sure it complies with your state and local laws.
- **Credit Card Processing:** If you plan to accept credit cards, you will want to enroll in NASMM Payments powered through Benchmark. Eliminate processing fees. More information on this is available in the MY NASMM section of the website.
- **Marketing Collateral:** NASMM has quite a few marketing pieces in the MY NASMM section. You are encouraged to review what is available for download and use. These are free resources. Your message and services will change greatly over the next few months, so we encourage you to wait on spending too much (outside of business cards) until you are more established. NASMM can co-brand many of the materials in the MY NASMM section.
- **Networking:** Membership fees for local networking groups - or a budget to develop specialty advertising promotional products for "leave-behinds" after appointments or to give away at a trade show or senior fair. You might also want to consider developing a small banner or tablecloth for a display. These are fairly inexpensive - can be produced for a couple of hundred dollars. NASMM also offers virtual networking through our NASMM Neighborhood program and our online Community Forum.
- **Employees:** Once you get to the point where you are taking on staff, you will have expenses in staff development, payroll taxes etc. Independent contractors are strongly discouraged as they do not meet the IRS requirements for working independently.

joining nasmm

Do you have **ALL** of the following?

- General Business Liability Insurance
- Website highlighting your Senior Move Management Services

yes

no

Complete the NASMM Membership Application.

Upload Certificate of Insurance to your membership application.

Provide a link to your live website.

Submit the online application with \$549 annual dues payment.

NASMM approves Membership Application.

REQUIRED:

Purchase and complete four (4) NASMM Cornerstone Courses.

Congratulations! Your NASMM membership requirements are completed. You may now use the NASMM logo, and your company listing now reflects on the NASMM "Find a Senior Move Manager" map.

OPTIONAL:

Pursue NASMM's SMM~C Certification.

Complete forty (40) invoiced Senior Move Management Projects.

Purchase and complete the SMM~C Certification nine (9) course bundle.

Purchase SMM~C Application and submit online application with required coursework certificates and experience documentation.

Complete as much of the NASMM Membership application as you can. Only the fields with an asterisk (*) are required.

Two Membership Options:

Option 1: \$549 annual membership dues
Option 2: \$2699 membership bundle includes annual membership, 1 set of Cornerstone Courses, the FrontDoor Training & NASMM Navigator

NASMM approves Membership Application.

REQUIRED:

Purchase and complete four (4) NASMM Cornerstone Courses.

Obtain General Business Liability Insurance - on your own or through NASMM recommended agencies.

Provide a link to a live website.

Once you have passed the Cornerstone Courses, have a website and have provided proof of insurance you may use the NASMM logo.

Congratulations! Your NASMM membership requirements are completed. Your company listing now reflects on the NASMM "Find a Move Manager" map.

