



# Leadership Academy Application

The goal of the Toledo Regional Association of REALTORS Leadership Academy is to build a network of community and industry leaders who can enhance their problem-solving skills and other leadership abilities through shared perspectives and working together.

Through this program, we will identify emerging REALTOR leaders, motivate them and sharpen their leadership skills. In return, we expect them to exert a strong, positive influence on the future of our profession and community.

## **Objectives**

- Develop leadership skills to be used personally, professionally throughout the community and association.
- Develop future leaders for our communities and association.
- Improve participant's people, team building and communication skills in order to develop a more effective leader.

**Candidate Criteria** – The 2019-2020 Leadership Academy will be limited to 12 participants to encourage maximum participation. The selection committee will attempt to balance participants according to a variety of factors including, but not limited to: business experience, community service and interest commitment.

- Be a REALTOR member of the Toledo Regional Association of REALTORS in good standing for a minimum of two years (from the date of application).
- Have a sincere commitment, motivation and interest to serve the community and industry at the Toledo Regional Association of REALTORS.
- Are interested in and intend to seek positions on boards, commissions or key leadership roles in the community, industry organization and the Toledo Regional Association of REALTORS.
- Are willing to commit the time and energy required to complete the program.

## **Tuition**

- Tuition for the program is \$250 which includes training sessions, meals and instruction materials.
- Tuition must be paid in full by September 1<sup>st</sup>. A \$100 deposit (which will be applied towards tuition if selected and refunded if not selected) is due with this application.
- Attendance at all programs is mandatory. Those who fail to attend may be asked to withdraw, with no refund of tuition.

## **Attendance**

- Attendance at all programs is mandatory. Those who fail to attend may be asked to withdraw, with no refund of tuition.
- Arriving more than one hour late or departing more than one hour early will be considered the same as missing an entire day and can result in dismissal from the program.
- Full participation is expected with no cell phones in use during sessions.

## **Application Process**

- Read the Toledo Regional Association of REALTORS Leadership Academy Rules and Regulations including attendance requirements.
- Complete each section in full. **Only complete applications will be considered.**
- Applications should be submitted to [megan@toledorealtors.com](mailto:megan@toledorealtors.com) by July 15, 2019.
- Applicants must be full dues-paying members in good standing at the Toledo Regional Association of REALTORS.
- Class participants must maintain their membership in the Toledo Regional Association of REALTORS.
- All applicants will be notified of the Selection Committee's Decision by August 15<sup>th</sup>.
- Tuition must be paid in full by September 1<sup>st</sup>.

## **Session Information**

**Pre-Work – NAR’s REALTORS Excelling in Association Leadership (REAL)** – The online course provides an overview of real estate issues and trends, enhance leadership skills, meeting management, governing documents and policies, legal and regulatory activities and visioning, planning and budgeting.

Session Take A Way – A better understanding of association leadership.

**Team Building Session (October 1<sup>st</sup> 4:00 PM – 7:00 PM)** - The initial session will provide Leadership Academy candidates the opportunity to meet and start to get to know each other. Participants will participate in Trapped Toledo followed by the opportunity to network with the Session 1 Facilitator and members of the Board of Directors.

Speaker – Marilou Butcher Roth, REALTOR and Professional Business Coach

Session Take-A-Way – New Friends and excitement for the upcoming sessions.

**Getting to Know You (October 2<sup>nd</sup> 9:00 AM – 4:00 PM)** - The program will consist of icebreaker exercises, DISC assessment, and evaluation of personal leadership styles and follow up.

Speaker – Marilou Butcher Roth, Marilou Butcher Roth, REALTOR and Professional Business Coach

Session Take-A-Way – Better understanding of your leadership style and how to work with other leadership styles more effectively.

**Association Engagement: Why & How to Get Involved & Robert’s Rules of Order (October 24<sup>th</sup> 1:00 PM – 4:00 PM)** – The session will cover the structure of the Local, State and National Association, how you can become involved and more importantly WHY you should get involved. The session will also cover Robert’s Rules of Order which is a guide for conducting meetings and making decisions as a group. This session will teach you the fundamental motions used during most meetings in a fun and easy to understand way.

Speaker – Brent Swander, Vice President of Government Affairs at Columbus REALTORS

Session Take-A-Way – A better understanding of the Association and the ability to lead more productive meetings.

**Leadership 200 (November 14<sup>th</sup> 9:00 – 12:00 PM)** - The NAR Leadership Course will address Association Leadership, the relationship between staff and volunteers, participation in meetings and how to build consensus.

Speaker – Adorna Carrol, DSA, CRB, ABR, SRS, GRI, SRES and Broker/Owner of Realty 3 of CT

Session Take-A-Way – Stronger leadership skills and confidence in your role as a leader.

**Local Politics (December 5<sup>th</sup> 1:00 PM – 4:00 PM)** – During this session we will introduce you to local REALTOR Elected Officials, the REALTOR party and the relationship between the REALTOR Party, local government and your real estate business.

Speaker – Brian Dicken, Vice President of Advocacy and Public Policy at the Toledo Regional Chamber of Commerce

Session Take A Way – Better understanding of the issues affecting our local community and the importance of being involved.

**Communication/Public Speaking (January 8<sup>th</sup> 9:00 AM - 4:00 PM)** – Communication and public speaking skills are crucial to today’s leader. This program is designed to teach effective ways to communicate your message clearly to a wide variety of audiences.

Speaker – Chrys Peterson, News Anchor and Public Speaking Consultant

Session Take A Way - Increased public speaking skills and a powerful “elevator” speech.

**Local Schools (January 29<sup>th</sup> 9:00 AM - 1:00 PM)** – You will spend the morning hearing from the Superintendents of our area school districts about the variety of programs each district offers.

Speakers – Superintendents from Anthony Wayne School District, Bowling Green City Schools, Maumee City Schools, Perrysburg Schools, Springfield Local Schools, Sylvania Schools, Toledo Public Schools and Washington Local Schools.

Session Take A Way - Valuable information about each district that you can share with your clients.

**Legal Issues (February 19<sup>th</sup> 1:00 PM – 4:00 PM)** – The seminar will update you on state and federal regulatory issues, legal issues including license law updates, recent cases and industry trends designed to reduce your risk and potentially increase your earnings.

Speaker – Peg Ritenour, Vice President of Legal Services at Ohio REALTORS

Session Take-A-Way – 3 hours of Core Law CE and information to protect your business.

**Regional Tour (March 18<sup>th</sup> 8:30 AM – 3:00 PM)** – Participants will go on a historical tour of the City of Toledo. You will visit some community resources that may be familiar, and many that you are unfamiliar with.

Speaker – Tedd Long, Toledo Historian

Session Take A Way – New insight into the City of Toledo and better understanding of the history of our city.

**Paying It Forward and Graduation Luncheon (April 7<sup>th</sup> 9:00 AM – 2:00 PM)** – Participants will work in groups to pay it forward throughout our community and meet up for a fun dinner to celebrate the completion of the Leadership Academy.

## Section A – Identification

Name: \_\_\_\_\_

Is TRAR your primary REALTOR Board?    Yes             No

Secondary Board Membership: \_\_\_\_\_

Primary Contact Phone: \_\_\_\_\_ Email: \_\_\_\_\_

License date: \_\_\_\_\_

Please list any Professional Designations you hold: \_\_\_\_\_

Total number of transactions June 1, 2017 – May 31, 2019: \_\_\_\_\_

Total sales volume June 1, 2017 – May 31, 2019: \_\_\_\_\_

## Section B – Work Experience

Present Firm: \_\_\_\_\_

Position: \_\_\_\_\_ From: \_\_\_\_\_

Previous Firm: \_\_\_\_\_

Position: \_\_\_\_\_ From: \_\_\_\_\_

List any career or occupation(s) prior to real estate:

What are you hoping to achieve from participating in the Leadership Academy.

## Section C – TERMS AND CONDITIONS OF ENROLLMENT

- I understand that participation in the Leadership Academy classes is interactive and requires the attendance of every student for all students to receive the full experience of the program.
- I know that attendance is a very important part of this program and I am expected to attend all sessions. I acknowledge that Attendance at all programs is mandatory and if I fail to attend I may be asked to withdraw, with no refund of tuition.
- I understand the total tuition cost is \$250.
  - \$100 deposit is due with this application. The deposit will be applied towards my tuition if I am selected and refunded if I am not.
  - The remaining balance will be due within 14 days of being notified that I have been accepted into the TRAR Leadership Academy.
- I certify that the answers I have provided in this application are true and correct.
- **SUBMISSION DEADLINE IS JULY 15, 2019.**

Signature: \_\_\_\_\_ Date: \_\_\_\_\_