



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 2018-2019 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, industry at the Toledo Regional Association of REALTORS.
- Have demonstrated their commitment through involvement in community and industry activities.
- 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.
- Have exhibited a capacity for leadership/team building within their own organizations through significant accomplishments relative to their age and experience.
- 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 1st. 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.

Pre-Work – NAR’s REALTORS Excelling in Association Leadership (REAL)

Cost - Free

Team Building Session (October 15th 4:00 PM – 9:00 PM) - Participants will participate in Trapped Toledo followed by dinner with Session 1 Facilitator and Board of Directors

Getting to Know You (October 16th 8:30 AM – 5:00 PM) - The initial session will provide Leadership Academy candidates the opportunity to meet and start to get to know each other. The program will consist of icebreaker exercises, DISC assessment, and evaluation of personal leadership styles and follow up.

Leadership 200 (November 14th 8:30 AM – 4:00 PM) – The NAR Leadership Course will address Association Leadership, the relationship between staff and volunteers, participation in meetings and how to build consensus.

Communication/Public Speaking (January 9th 9:00 AM – 5:00 PM) – Communication and public speaking skills are crucial to today’s leader. This program is designed to increase your public speaking skills and help you develop a powerful “elevator” speech.

Legal Issues (February 12th 10:00 AM – 4:00 PM) – The morning 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 potential increase your earnings.

Advocacy and Roberts Rules of Order (December 11th 9:00 AM - 4:00 PM) –During this session we will introduce you the REALTOR party and the relationship between the REALTORY Party, local government and your real estate business.

Regional Tour (March 7th 8:30 AM – 4:30 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.

Group Presentations and Graduation (April 16th)

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.**
- Resumes may be attached but cannot be submitted in lieu of filling out the application.
- Include a recent, professional photograph to be used in publications and for publicity.
- Applications should be submitted to megan@toledorealtors.com by June 30, 2018.
- **The Broker/Manager Recommendation Form and two (2) Business Associate Recommendation Forms may be included with your completed application packet or submitted directly to the Chief Executive Officer by the person submitting the recommendation. All Recommendation Forms must be submitted by June 30, 2018.**
- 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.
- Personal interviews will be held during the month of August. Each applicant will be notified of their scheduled interview time.
- All applicants will be notified of the Selection Committee's Decision by August 15th.
- Tuition must be paid in full by September 1st.

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, 2016 – May 31, 2018: _____

Total sales volume June 1, 2016 – May 31, 2018: _____

Section B – Work Experience

Present Firm: _____

Position: _____ From: _____

Previous Firm: _____

Position: _____ From: _____

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

What do you consider your highest career achievement to date?

What awards, honors and/or special recognition have you received? (Business, professional, educational, community, other)?

Section D – Professional Association and Community Involvement

1. List any participation with other professional associations/organizations:

Name of Association

Position Held or Assignment

**Dates of
Participation**

2. Describe your community, civic, political, governmental, athletic, social or other areas of active participation:

Name of Association

Position Held or Assignment

**Dates of
Participation**

Section E – General Information – if necessary add attachment

1. Why are you interested in participating in this leadership development program?
2. In your opinion, what are the three most significant challenges facing the real estate profession today?
3. In your opinion, what are the two most important challenges facing the Toledo Regional Association of REALTORS?
4. What skills and knowledge will you bring into the program that can be shared with other participants?
5. What specific skills, knowledge, and benefits do you hope to gain from your participation in the Leadership Program?

6. What are your leadership aspirations and how do you expect the Leadership Program can help you achieve them?

Section G – 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 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.
- **The Broker/Manager Recommendation Form and two (2) Business Associate Recommendation Forms are included with my completed application packet or will submitted directly to the Chief Executive Officer by the person submitting the recommendation by June 30, 2018.**
- I certify that the answers I have provided in this application are true and correct.
- **SUBMISSION DEADLINE IS JUNE 30, 2018.**

Signature: _____ Date: _____