



# REALTOR® ASSOCIATION of Sarasota and Manatee

## 2016 Leadership Academy Overview

This rigorous program is designed to train emerging REALTOR® leaders who want to get involved, make a difference, grow their businesses and expand their leadership skills. Whether your aspirations are directed toward leading a RASM committee or a community organization, the RASM Leadership Academy Program will empower you to maximize your leadership potential. As a participant, you will be immersed in a classroom setting, group sessions, team-building exercises, goal setting, networking techniques and communication skills. Graduates of the RASM Leadership Academy will be serving as mentors throughout the program.

Graduates of the RASM Leadership Academy will be equipped with the knowledge, skills and confidence to excel as a leader in the community as well as in the Realtor organizations. Graduates should be prepared to become volunteers and committee chairs for RASM and prepare for potential future leadership positions on the RASM Board of Directors, and progress to leadership positions with Florida Realtors.

For 2016, a maximum of 15 members (two of whom may Business Partners) will be selected from a growing list of candidates, who must submit a written application. Applications will be accepted from January 1, 2016 through January 31, 2016. Finalists interview for a spot with the Leadership Academy Selection Committee. In addition to completing the questions, applicants should attach a current resume to their application and one to three letters of recommendation.

### **2016 Time Commitment**

**Mandatory Classroom Requirements: Applicants will be required to attend 6 sessions:**

**March 7, 12 p.m. to 5 p.m. Low Ropes Challenge Course Program:** The objective of this training program is to build cohesiveness within groups and self-esteem and awareness in individuals by creating a sequence of physical and mental challenges for the participants to overcome. Each activity or challenge concentrates on fostering skills such as leadership, trust, teamwork, cooperation, communication, problem solving, decision-making, and conflict resolution. Following each challenge/activity, instructors lead a debrief discussion that focuses on a teamwork topic relative to that event. Program provided by the University of Central Florida Continuing Education Innovative Center.

*“Even though it’s called ‘low ropes,’ there are no ropes involved. It is not strenuous at all. Our groups always talk about how wonderful the program is and how it takes 20 strangers and turns them into lifelong friends in a couple of hours. I have not participated in the group activities because it is for the academy members to bond. However, I stay and watch the entire thing and it is incredible. I am a true believer in the program. – Dana Bricker, Continuing Education Manager, Florida Realtors.*

**February 23, 12:30 to 3 p.m.:** Professional individual photographs taken by Anthony Barbacane (included in your registration fee), South Campus.

**April 4, 1 p.m. to 4 p.m.-The Making of a Leader:** The Three Way Agreement—how NAR/FR/RASM Work Together; What Makes Meetings Effective? Antitrust and Conflict of Interest; What Members Expect of Leaders; Yours, Mine and Ours; Pathways to Leadership; Practical Problem Solving; Hard-Won Wisdom. —*Belton E. Jennings III, RCE CIPS APR IOM, Chief Executive Officer, Virgin Islands Territorial Association of Realtors.*

**May 3, 9 a.m. to 4 p.m. Tour of Port Manatee.** Learn about the economic engines that run development and job creation in our area. *Presentations by Carlos Buqueras, Port Manatee CEO, and Sharon Hillstrom, Manatee Economic Development Commission. Mark Huey, Sarasota EDC, invited but not confirmed at time of publication.* Depart from Port Manatee parking lot by trolley.

**June 20, 1:00 p.m. to 3 p.m. –Panel of Florida Realtors Leadership and FREC Commissioners:** Why Do We Need Them and What Do They Do For Us *Tom Luzier, Esq., FREC; and Darla Furst, Chairman, FREC. Bill Martin, CEO, FAR; and Matey Veissi, FAR 2016 President, invited but not confirmed at time of publication.*

**July 18: 1 p.m. to 3 p.m. Panel of Community Leaders** e.g. *Jon Thaxton, Senior VP, Gulf Coast Community Foundation; Barry Grooms, Past President, MAR; and Fred Atkins, former mayor, City of Sarasota.*

### **Mandatory Meeting Attendance Requirements:**

- Attend Florida Realtors District 13 Conference (Punta Gorda, June 1, 2016 (separate registration fee required)
- Attend Florida Realtors Annual Convention & Expo August 26 in Orlando. Transportation by bus will be provided. However, individuals need to take care of registration fees for the convention (if any) on their own.
- Attend at least one RASM Leadership Committee Meeting (second Wed. of each month at 8:30-9:30 a.m.)
- Attend at least one RASM Quarterly Membership Luncheon (dates TBA). Registration fee required.

### **Mandatory Group Project**

Participants will be required to participate in a group project that will be completed prior to the projected graduation date in September, 2016. Two projects will be suggested and one will be chosen by majority vote.

### **Graduation**

Your achievement will be recognized at the 3<sup>rd</sup> Quarterly RASM Membership Luncheon in September (date TBA)

### **Post-Graduation Requirement**

You consent to serve as mentors for following year's candidates

### **Tuition: \$150**

Payable in advance to Realtor Association of Sarasota and Manatee (RASM).

To download an application form, please go to [www.myrasm.com](http://www.myrasm.com).

Graduation from this program necessitates your attendance, participation and completion of all the requirements by the September membership luncheon (date TBA). No excuses will be accepted for absences unless there is a grave medical emergency. Should the sky fall, maybe then! (lol)



# REALTOR® ASSOCIATION of Sarasota and Manatee

## 2016 Leadership Academy Application

First Name \_\_\_\_\_ Last Name \_\_\_\_\_

Company \_\_\_\_\_

Business Address \_\_\_\_\_

City State Zip

Telephone \_\_\_\_\_ Email \_\_\_\_\_

Are you a full-time practitioner (circle one)? Yes No

How many years have you been in the real estate business? \_\_\_\_\_

Please describe your other career experience:

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Please list any Realtor designations you may have earned: \_\_\_\_\_

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Please briefly describe your career goals and the role being a leader will play in accomplishing them:

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Have you done any volunteer work for charities, associations, or the Realtor organization?

If yes, what groups do you volunteer for and in what capacity?

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What are your future goals with volunteer work in the REALTOR organization?

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What specific skills or knowledge do you hope to gain from the Leadership Academy?

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Why do you feel you should be selected to participate in the Leadership Academy?

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## Commitment

To graduate from the Leadership Academy, participants are required to attend five sessions:

- **March 7, 12 p.m. to 5 p.m.**
- **April 4, 1 p.m. to 4 p.m.**
- **May 3, 9 a.m. to 4 p.m.**
- **June 20, 1:00 p.m. to 4 p.m.**
- **July 18, 1 p.m. to 3 p.m.**

( ) Yes, I agree with the above terms

## Additional Activities:

I understand the objectives of the Leadership Academy program, and if I am selected I agree that I will devote the time and resources necessary to complete the program including the following:

( ) I agree to having a (free) professional photograph taken on February 23, 2016 between 12:30 and 3 p.m. at 2320 Cattlemen Road.

( ) I agree to attend the Florida Realtors District 13 Conference and Expo in Punta Gorda (June 2015 TBA)

( ) I agree to attend the Florida Realtors Annual Convention and Expo in Orlando on August 26, 2016

( ) I agree to attend at least **one** RASM Leadership Committee Meeting (second Wed. of each month at 8:30-9:30 a.m.)

( ) I agree to attend at least one Quarterly Membership Luncheon before graduation.

## Conditions

I understand and agree that if I am selected to participate in the Leadership Academy, the following conditions will apply:

- (1) Attendance is mandatory at all five training sessions
- (2) I agree to complete all homework and actively participate in a team project
- (3) Payment in full (\$150) is due to RASM by February 28, 2016.

( ) Yes, I agree with the above terms

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Signature

Date