



REALTOR® ASSOCIATION of Sarasota and Manatee

2018 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 given the opportunity to enhance your skills through classroom activities, 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 as well as prepare for potential future leadership positions on the RASM Board of Directors, and progress to leadership positions with Florida Realtors®.

For 2018, a maximum of 15 members (two of whom may Business Partners) will be selected. Applications will be accepted from January 2, 2018 through January 31, 2018. In addition to completing the questions, applicants should attach a current resume to their application and one to three letters of recommendation. Finalists will interview with the Leadership Academy Selection Committee on February 5, 2018.

2018 Time Commitment

Mandatory Classroom Requirements: Applicants will be required to attend six training sessions:

March 12, 2018- 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 – Dana Bricker, Continuing Education Manager, Florida Realtors.

March 13, 2018- 12 p.m. to 5 p.m. This session will begin with a welcome by Greg Owens, RASM 2018 President, and Jeff Arakelian, RASM CEO. During the lunch hour participants will have their photo taken. Team Building exercise by Beverly Pindling, ASBR, AHWD, GRI, SRES, who will also facilitate a one hour meeting after the exercise for participants to elect leadership and discuss class project.

April 16, 2018 9 a.m. to 2 p.m.-The Basics of the Workings of Realtor® World: The Three-Way Agreement—How NAR/FR/RASM Work Together; What Makes Meetings Effective? Antitrust and Conflict of Interest; What Members Expect of Leaders; Pathways to Leadership; Roberts Rules of Order—Christine Hansen, 2018 Florida REALTORS® President. One-hour mandatory class meeting after the presentation from 1 p.m. to 2 p.m. to discuss class project and assignments.

May 7, 2018- 10 a.m. to 3 p.m. Introduction to Sarasota County and Manatee County: Government and Economic Operations:* Learn about the economic and government engines that run development, job creation and quality of life in our area. *10 a.m. to 12 p.m.: Manatee County: Ed Hunzeker, Manatee County Administrator, Sharon Hillstrom, President & CEO, Bradenton Area EDC, Jacki Dezelski, EVP, Manatee Chamber of Commerce; 12 p.m. to 1 p.m. Lunch; 1 p.m. to 3 p.m. Sarasota County: Jonathan Lewis, Interim Sarasota County Administrator; Mark Huey, President & CEO, Economic Development Corp., Sarasota County; Kevin Cooper, President & CEO, Greater Sarasota Chamber of Commerce.* One-hour mandatory class meeting during a working lunch. **Panel participants subject to speaker availability.*

May 23, 2018- 6 a.m. to 2 p.m. Trip to Florida Real Estate Commission meeting in downtown Orlando. Transportation by bus will be provided.

July 16, 2018- 1:00 p.m. to 4 p.m. – Panel of RASM Leaders, Past and Present One hour class meeting 3 p.m. to 4 p.m. after the presentation to discuss class project and assignments.

Mandatory Meeting Attendance Requirements:

- Attend RASM Leadership Committee Meeting, April 25, 2018- 8:30AM.
- Attend Florida Realtors® District 13 Conference in Venice, June 15, 2018. *
- Attend Florida Realtors® Annual Convention & Expo in Orlando, August 9, or 10, 2018. *
- Attend RASM Annual Meeting September 17, 2018-11:30AM at which Leadership Academy graduation will take place.

*These events require participants to register on their own and pay applicable fees. FR Convention date to be determined once schedule is released. Make sure you will be able to attend either day.

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 2018. Leadership Academy participants will decide on a topic from choices provided to them. The form that project will take will be decided by the class, subject to approval by the Board of Directors.

Required Reading and Blogging- You will be required to read a book selected by the Leadership Committee, and share your thoughts regarding the book and education sessions on a Blog.

Graduation

Your achievement will be recognized at the Annual Membership Meeting in September.

Post-Graduation Requirement

You consent to serve as mentors for following year's candidates, and volunteer to serve on one of RASM's committees for 2019.

Tuition: \$150

Payable to Realtor Association of Sarasota and Manatee (RASM) upon acceptance to the 2018 Leadership Academy.

To download an application form, please go to www.myrasm.com.

Graduation from this program necessitates your attendance, participation, and completion of all the requirements by the September membership luncheon. ***Absence from any of the mandatory programs for any reason will be cause for dismissal from the program, with no refund of fees paid.***

Questions can be directed to Janet Wilkins, RASM Professional Development Manager, 941-952-3404.



REALTOR® ASSOCIATION of Sarasota and Manatee

2018 Leadership Academy Application

First Name _____ Last Name _____

Company _____

Business Address _____

City State Zip

Telephone _____ Email _____

Are you a REALTOR® _____ or RASM Business Partner Affiliate _____.

Are you a full-time practitioner? YES NO

How many years have you been in the real estate business/your profession? _____

Describe your previous/other career experience:

List any REALTOR® designations you may have earned: _____

Please write legibly. You may attach additional sheets if needed.

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

Have you done any volunteer work for charities, organizations, or the REALTOR® Association? YES NO

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

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

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

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

Commitment

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

- **March 12, 2018- 12 p.m. to 5 p.m.**
- **March 13, 2018- 12 p.m. to 5 p.m.**
- **April 16, 2018- 9 a.m. to 2 p.m.**
- **May 7, 2018- 10 a.m. to 3 p.m.**
- **May 23, 2018- 6 a.m. to 2 p.m.**
- **July 16, 2018- 1 p.m. to 4 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 professional photograph taken on March 12, 2018.

I agree to attend the RASM Leadership Committee Meeting on April 25, 2018.

I agree to attend the Florida Realtors® District 13 Conference and Expo in Venice, June 15, 2018.*

I agree to attend the Florida Realtors® Annual Convention & Expo in Orlando on August 9, or 10, 2018.*

I agree to attend RASM's Annual Meeting on September 17, 2018.

*These events require participants to register on their own and pay applicable fees. FR Convention date to be determined once schedule is released. Make sure you will be able to attend either day.

Conditions

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

- (1) Absence from any of the activities, for any reason, will be cause for dismissal from the program.
- (2) I agree to complete all homework and actively participate in a team project.
- (3) Payment in full (\$150) is due to RASM upon acceptance to the 2018 Leadership Academy.

Yes, I agree with the above terms

Signature

Date

Questions can be directed to Janet Wilkins, RASM Professional Development Manager, 941-952-3404.