

RESUME

Central Carolina Regional Leadership Academy

Why?

A Regional Leadership Academy is needed to address the need for trained volunteers to fill REALTOR® Association leadership positions and to teach leadership skills that can be used outside the REALTOR® Association, thereby enhancing the REALTOR® Brand.

Objectives

The objectives of the Central Carolina Leadership Program are:

To develop leadership skills that can be applied both in the REALTOR® World and also in civic, church, professional and neighborhood groups, thereby enhancing the REALTOR® Brand in our region.

To identify and aggressively recruit REALTORS®, new and veteran alike, who exhibit leadership potential or have expressed an interest in the advocacy efforts of their REALTOR® Association.

To describe and analyze volunteer leadership responsibilities, duties, challenges and opportunities in order to enhance the effectiveness of a REALTOR® Association in identifying and providing services vital to real estate professionals.

To provide a setting for a quality combination of expert instruction in the theory and also interactive discussion of the practical applications of the many parts of effective, goal based leadership. Our goal is to assist in helping you reach your complete leadership potential.

Possible Participating Associations

Alamance County
Catawba Valley
High Point
Lexington
Pinehurst
Winston Salem

Logistic Issues

Advisory Board = Glenn Cobb, Kristina Farrell, Amy Hedgecock, Chris

Rhodes, Ed Terry

Regular Class Instruction = at least 1 class held at each participating association

Location for Specialty Activities + Exercises = TBD

Promotion + applications = Post Convention and limited to participating associations

Class Schedule = during 2014, with exact dates TBD

Student Limit = 2 students per participating association, with the Requirements of:

- 1. eligibility requires a 3 year minimum as a REALTOR®**
- 2. endorsement from Board of Directors**
- 3. more students, if space available**

Proposed Curriculum – Leadership Academy Modules

January.....Icebreaker & NCAR Vision Quest (approx. \$75 pp included in student fee. Possible Kick-off speaker is NAR Past President Richard Mendenhall)

March.....Team Building: Use Challenge Course, with location TBD, (approx. \$100 pp included in student fee)

April.....Intro. to REALTOR® Associations: Why Strat. Planning, Why REALTORS® Volunteer, Comm./Councils/Directors, Budgets, Fiduciaries, staff role (consider NCAR EVP, Counsel, CFO)

May.....My REALTOR® Party: Shared GAD Program, RPAC, BIC, Legislative contacts, Attend NCAR Legislative Day in a LA Van, Calls to Action (consider NCAR Dir. of Gov't Affairs, local or state legislator, My REALTOR® Party rep., Shared GAD, New NCAR Staff (Dominic?))

September.....Running Effective Meetings and Dealing with Diversity: agendas, meeting management, minutes, parliamentary procedure, comm. vs. task force vs. PAG, action resume – work plans, Age Sensitivity Exercise from NAR Leadership Academy (consider Lou Baldwin + Glenn Cobb + Amy Hedgecock + Chris Rhodes)

October.....Personality Traits & Skills: communication skills.....small group and public speaking, challenges and responsibilities of leadership (consider NCAR Pres., Julie Woodson, Exec. Dir. of Real Estate Commission, Zan Monroe, Ctr. for Creative

Leadership)

November.....FINAL SESSION: Utilizing Technology Trends, time management, graduation ceremonies (consider Mark Saunders, NCAR Reg. VPs from all regions represented)

NOTES

- **group projects assigned in April and due in November.**
- **Required Attendance**
 - i. NCAR Vision Quest in January**
 - ii. NCAR Legislative Day in April**
- **You'll be in a group setting that combines individual instruction and study and group project experience. Plus there are outside reading assignments.**
- **The curriculum is designed to hone your leadership skills, team building exercises, identifying what needs to be accomplished and your communication and persuasion skills.**
- **Be a part of this professional group of industry leaders. By getting to know other group members and faculty you can tap into years of experience. Plus it shows you care!**
- **This is another great opportunity to develop time management skills. Attendance and participation in this Academy will aid in learning to prioritize business commitments.**
- **Consider this as a stepping stone to advance your networking. If you want to be successful you need to be active. This is great preparation to ensure the career by which you make a living. It shows that you care about the welfare of REALTORS® in general.....that you are more than just a service provider**