



Building a Network of Leaders
for the REALTOR® Organization

2017-2018 MAR LEADERSHIP ACADEMY

Leadership: Learning

As an active real estate professional interested in *expanding your horizons* and looking for a way to continue to grow your business, the Massachusetts Association of REALTORS® offers the Class of 2017-2018 Leadership Academy. If you have only *just begun to tap into your leadership potential*, **MAR wants to help you** learn how to become a leader in business, your personal life and the REALTOR® organization.

MAR Leadership Academy participants will work together in a training course that combines individual study, group sessions, team-building exercises, goal setting, personal profile analyses, network building and communication skills. This school year learning experience is designed to train, nurture and inspire tomorrow's leaders. During the retreats, a series of respected national and regional instructors and leadership volunteers will guide you through the fundamentals of what every good leader needs to know.

Your experience at the MAR Leadership Academy will give you an in-depth behind the scenes look at how the REALTOR® organization operates. Many of the same principles that guide the staff and leadership of this 1,300,000+ member organization can be applied to how you run your business and make decisions that impact your everyday life. Graduates of the MAR Leadership Academy will have the tools to guide the REALTOR® organization through the 21st Century.

Leadership: Commitment

Applications for the **MAR LEADERSHIP ACADEMY** are invited from interested Massachusetts Association of REALTORS® members. Only 10 individuals will be selected to participate in this elite program. Since the number of participants is limited, applicants who are not selected may be placed on a waiting list and are also encouraged to reapply in subsequent years. Commitment includes the completion of the attached application. Tuition for the program is \$900 – *an all-inclusive fee* – (includes all training sessions, all meals, all overnight accommodations and instructional materials for the entire year's sessions.) Additional costs to the participants will include transportation to and from the meeting site, and minimal expenses which may be incurred while on-site. **The deadline for application submission is June 30, 2017.** Please see a list of topics on Page 5.

Leadership: Process

The **MAR LEADERSHIP ACADEMY** Selection Committee will include past and current leaders of the REALTOR® organization as well as a graduate of the Leadership Academy class. The Selection Committee will review applications and interview prospective candidates who may best serve as local, state or national leaders in the future and are selected based on their business success, their track record of volunteer performance for their local board and/or civic organizations and their personal integrity. ***Prospective participants are required to attend the in-person interview session in July of 2017, located at the Massachusetts Association of REALTORS® headquarters in Waltham, MA;*** all applicants will be notified of their selection status by July 31, 2017; tuition payment-in-full is due by August 15, 2017.



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2017-2018 MAR LEADERSHIP ACADEMY APPLICATION

The deadline for application submission is June 30, 2017

I. Commitment

To graduate from the **MAR LEADERSHIP ACADEMY** program, participants are expected to attend all sessions. The September sessions include one (1) overnight stay each; the March completion session is one day. The location and dates of the Leadership Academy Retreats are as follows:

- **Session 1** **September 26-27, 2017 – Training, MAR Conference**
- **Session 2** **December 7 - 8, 2017 – Training, MAR BOD Meeting & Installation of Officers**
- **Session 3** **January, 2018 – One Day Leadership Training**
- **Completion** **March, 2018 - One Day MAR Headquarters, Waltham Session**

I understand the objectives of the Massachusetts Association of REALTORS® **MAR LEADERSHIP ACADEMY**, 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 serve on at least one (1) regular MAR Committee in 2018

I agree to attend as a guest the two (2) MAR Board of Directors Meetings:
September 14, 1:00-3:00pm
December 7, 2017– 2-5pm, (MAR Installation to follow – 5-9pm)

I understand and agree that if I am selected to participate in the **MAR LEADERSHIP ACADEMY**, the following conditions will apply: 1) attendance is mandatory at all three (3) training sessions, and the one-day completion session (if I fail to attend any of the sessions, I may be asked to withdraw, with no refund of tuition); 2) payment-in-full - \$900 - is due by August 15, 2017.



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II. Personal Data

Last Name: _____ First Name: _____

Nickname (if any): _____

Company: _____

Business Address: _____

Business Phone: _____ Home Phone : _____ Cell Phone: _____

E-mail: _____

Best method of contact : __ Business Phone __ Home Phone __ Cell Phone __ Email

Do you hold a current Massachusetts real estate license: _____ Are you a REALTOR®? _____

Are you a full-time practitioner? _____ How many years have you been in the real estate business? _____

III. On Being a Leader

What specific skills/knowledge do you hope to gain from your participation in the **MAR LEADERSHIP**

ACADEMY? *(Limit: 5 lines)* _____

Why do you feel you should be selected to participate in the **MAR LEADERSHIP ACADEMY?** *(Limit: 5 lines)*



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IV. WORK and Volunteer Experience

**(Please attach a current copy of your resume and three business or personal letters of recommendation)*

Approximately how many sales do you complete annually? _____

Please briefly describe your career goals and the role being a REALTOR® will play in accomplishing them.

(Limit: 5 lines) _____

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 ? *(If you can provide documentation from the groups please do so)* _____

What are your future goals with volunteer work in the REALTOR® organization ? *(Limit: 5 lines)*

**Please email the completed application to Caroline Mahiti at cmahiti@marealtor.com or mail to
MAR LEADERSHIP ACADEMY
C/O CAROLINE MAHITI
1400 MAIN STREET
WALTHAM, MA 02451**

NOTE: It is the responsibility of the applicant to ensure proper submission. Call 781-839-5523 if you would like to confirm that it has been received. Thank you.



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POTENTIAL AGENDA TOPICS

Over the six-session course, session topics will potentially include:

- ◆ **Realtor® Governance Structure at the state level**
- ◆ **MAR's key priorities and strategic goals**
- ◆ **Leadership skills and core principles of leadership**
- ◆ **Collaboration and team building skills through group projects**
- ◆ **Media training**
- ◆ **Presentation skills**
- ◆ **Personality trait analysis**