



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® is offering the Class of 2024 Leadership Academy. If you have only *just begun to tap into your leadership potential*, **MAR wants to help you** learn how to expand your leadership 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 analysis, network building and communication skills. This year-long learning experience is designed to train, nurture and inspire tomorrow's leaders. During the sessions, 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 1,500,000+ 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. Approximately 15 individuals will be selected to participate in this 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 \$1,000 (includes all training sessions, some 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 sites and minimal expenses which may be incurred while on-site. **The deadline for application submission is November 1, 2023.**

Leadership: Process

The MAR LEADERSHIP ACADEMY Selection Committee will include past and current leaders of the REALTOR® organization. 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 an in-person interview at the Massachusetts Association of REALTORS® headquarters in Foxborough, MA;*** all applicants will be notified of their selection status by December 15, 2023.



2024 MAR

LEADERSHIP

ACADEMY APPLICATION

The deadline for application submission is November 1, 2023

I. Overview and Commitment

To graduate from the MAR LEADERSHIP ACADEMY program, participants are expected to attend all sessions. The location and dates of the meetings will be finalized and published to www.marealtor.com.

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 2024

I agree to attend as a guest the two (2) MAR Board of Directors Meetings:
May 16, 2024 and September 12, 2024

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 for all sessions, and if I fail to attend any of the sessions, I may be asked to withdraw, with no refund of tuition).

(2) \$1,000 payment-in-full is due by December 30, 2023.

I understand and agree that if I am selected to participate in the MAR LEADERSHIP ACADEMY, I will be **committed** to meet all the requirements for the duration of the Leadership Academy.



II. Personal Data

Last Name: _____ First Name: _____

Nickname (if any): _____

Company: _____

Business Address: _____

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

E-mail: _____

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?

Why do you feel you should be selected to participate in the MAR LEADERSHIP ACADEMY?



Building a Network of Leaders for the REALTOR® Organization

IV. WORK and Volunteer Experience

**(Please attach a current copy of your resume and three letters of recommendation. Recommendations sources could be from brokers, affiliated real estate organizations and other REALTORS® excluding the current Deans and MAR elected officers)*

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.

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 Michelle Reed at mreed@marealtor.com or mail to:

**MAR LEADERSHIP ACADEMY
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