Atlanta Board of REALTORS®
5784 Lake Forrest Dr. • Atlanta, GA 30328
Phone: 404-250-0051 • Fax: 404-843-3402 • www.abr.org

2013 REALTOR® Leadership Development Program Application

WELCOME TO LEADERSHIP

Each year the Atlanta Board of REALTORS® leadership opens its doors and welcomes a limited number of forward thinking applicants into the Leadership Development Program, a unique training regime designed to help mold today's real estate professionals into tomorrow's real estate leaders on the local, state and national levels. By simple submission of this form, applicants are demonstrating their willingness and desire to achieve.

The Leadership Development Program is designed to train and develop selected members who wish to take a more active role in the Atlanta Board of REALTORS®. A limited number of (25) Twenty-five applicants will be accepted into the Leadership Development Course, made up of REALTOR members of the Atlanta Board of REALTORS®. This is a great opportunity for forward thinking professionals to discover the inner workings of association management, business development and industry advancement at all levels of real estate.

Atlanta's high member participation level has long been an anomaly among the national rankings along with home sales. By staying involved past graduate-leaders have helped steer the Atlanta real estate market, as well as their own businesses. We invite you to do the same.

WHAT THEY ARE SAYING

"ABR's Leadership Development program focused on several key topics for successful Realtors. From 'who is the Atlanta Board of REALTORS®' to (the program's) mission to enhancing my public speaking skills, this program was well worth my time and effort. This program certainly made me feel like a part of this very important Board while allowing me to grow personally and professionally at the same time. It's great when I run into members of the Leadership Development program out in the field and look forward to co-oping with these agents in the future."

Eydie Koonin, ARS
2010 Graduate
Harry Norman, REALTORS®

"The Leadership Development Program helped me establish long term relationships with other leadership participants and expanded my connections in the real estate community. In addition, the class subject matter helped hone my PUBLIC SPEAKING and PARLIAMENTARY PROCEDURES skills. Not to mention that the trip to the Georgia State Capitol was a true education on how our state operates."

Bill Murray, CRB, Managing Broker
2008 Graduate
Prudential Georgia Realty Buckhead

"The Leadership Development Program was an excellent investment of my time. Not only did participation introduce me to agents outside of my brokerage, I had the opportunity to learn more about how the board functions. From committee work to an inside look at how our RPAC dollars make a direct impact on the legislative process, this is a valuable opportunity that you should strongly consider. I look forward to many years of working with my colleagues at the Atlanta Board of Realtors.

Bob Freeman
2010 Graduate
Harry Norman, REALTORS

"Leaders cause change to happen, through people. Managers control things."

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CLASS DESCRIPTIONS

IMPORTANCE OF LEADERSHIP & BOARD INVOLVEMENT

Learn the importance of becoming involved with your Local & State Association, Committees, History of the Board and a tour of the facility followed by networking with the Leadership Team.

TRIP TO GEORGIA'S CAPITOL

Members of the Board Leadership Team join the Leadership group on a guided tour through the Capitol and learn more about RPAC and the influence that REALTORS® have regarding policy matters and the laws affecting real estate and private property rights.

STRENGTHS FINDER 2.0

DO YOU DO WHAT YOU DO BEST EVERY DAY? Chances are, you don't. From the cradle to the cubicle, we devote more time to fixing our shortcomings than to developing our strengths. This book and class is developed to help discover your top five talents and strategies for applying them. This book will be provided prior to the session.

"FUN"DRAISING EVENT

Network with fellow REALTORS and have chance to win $5,000

SPRING VOLUNTEER PROJECT

Participate as a group with an outside organization to strengthen community involvement

SHOWCASE 2013

Volunteer for one (1) hour at Showcase at the Cobb Galleria Center

PARLIAMENTARY PROCEDURES

Learn how to run an effective meeting by implementing Robert's Rules of Order and receive a briefing on the Association Bylaws and Policies & Procedures. Following the class, attend the monthly Board of Directors meeting to see the rules demonstrated.

RPAC CHILI COOK-OFF

Participate as a group (or two) by forming teams to showcase participants strengths in booth design, marketing and cooking

PUBLIC SPEAKING

Participants learn the most effective methods to prepare and deliver presentations applicable to their "real world."

PROFESSIONAL STANDARDS & GRIEVANCE

Learn the protocol and guidelines for Professional Standards & Grievance and witness a mock trial

TENTATIVE 2013 CLASS SCHEDULE

IMPORTANCE OF LEADERSHIP & BOARD INVOLVEMENT

Wednesday, January 23 • 2:00 p.m. – 5:00 p.m.
Followed by Happy Hour.

TRIP TO GEORGIA'S CAPITOL

Tentative late February/early March (depending on session)
Bus leaves at 8:15 a.m. Sharp! Lunch Included.

STRENGTHS FINDER 2.0 – APRIL TBD

April TBD • 9:30 a.m. – 12:00 p.m.

"FUN"DRAISING EVENT – CAPITAL GRILLE PERIMETER

Thursday, May 2 • 5:30 p.m. – 7:30 p.m.

SPRING VOLUNTEER PROJECT – JUNE TBD

GROUP VOLUNTEER PROJECT – ONE HOUR

Thursday, August 22 • 9:30 a.m. – 3:30 p.m.

PARLIAMENTARY PROCEDURES

Wednesday, September 25 • 9:30 a.m. - 12:00 p.m.
Followed by the Board of Directors 12:00 p.m. - 1:00 p.m. Lunch Included.

RPAC CHILI COOK OFF

Thursday, October 3 • 5:30 a.m. – 7:30 p.m.

PUBLIC SPEAKING – NOVEMBER TBD

PROFESSIONAL STANDARDS & GRIEVANCE

November TBD • 9:30 a.m. – 12:00 p.m.

ANNUAL BUSINESS MEETING – GRADUATION

December TBD (Registration included)

You will be expected to attend at least 9 of the 10 sessions in order to graduate from the program and be recognized at the Annual Business Meeting.

ALL COURSES LOCATED AT

Atlanta Board of REALTORS®
5784 Lake Forrest Drive • Atlanta, GA 30328

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Application fee - $135. Processed upon acceptance into the program. Space is limited. Applications are now being accepted through January 11, 2013. Applicants will be selected the 3rd week of January.

CREDIT CARD INFORMATION

❑ Visa ❑ MC ❑ AMEX ❑ Discover

Account #: _____

Expiration Date: _____

Signature: _____

PERSONAL INFORMATION

Name _____

Real Estate License # _____

Address _____

City _____ State ____ Zip _____

Phone _____

Years in Atlanta Area _____

REAL ESTATE AFFILIATION/EMPLOYMENT

Please account for all periods, maximum of 10 years or at least 5 positions, including military active duty.

Present Company: _____

_____

Position/Title: _____

From/To: _____

Responsibilities: _____

_____

PREVIOUS REAL ESTATE AFFILIATION/EMPLOYMENT

Reverse chronological order - submit an additional page for multiple jobs.

Past Company Affiliation: _____

Title: _____

Position/Title: _____

From/To: _____

Responsibilities: _____

_____

How long have you held an active real estate license? _____

License Type: ❑ Broker ❑ Broker/Salesperson ❑ Salesperson

ATTENDANCE

Are you willing to participate in 9 of the 10 programs required for completion between January and November? ❑ Yes ❑ No

What do you consider your greatest responsibility, skill or career achievement so far? (i.e. sales volume, special recognition) _____

_____

ORGANIZATIONS & ACTIVITIES

Please list up to five communities, civic, professional, business, religious, social, athletic and other organizations of which you have been a member. _____

_____

_____

_____

How much time each month do you commit to community, civic, professional and other organizations and activities?

_____

Extracurricular activities and special honors or awards for leadership activities: _____

_____

_____

_____

GENERAL

Please feel free to use an additional sheet if necessary.

What do you hope to gain from your Leadership Development experience? _____

_____

_____

_____

In your judgment, what is the most pressing problem facing the Atlanta Board of REALTORS®? Explain why and briefly give any recommendations for approaching and resolving these problems. _____

_____

_____

_____

_____

BROKER SECTION

Please provide any comments regarding the applicant.

_____

_____

_____

_____

Signature of Recommending Broker

RETURN TO

Atlanta Board of REALTORS® • Attn: Sandy Zigler
5784 Lake Forrest Drive • Atlanta, GA 30328
Fax: 404-732-0604 or email Sandy@abr.org