



Texas REALTORS® Leadership Program

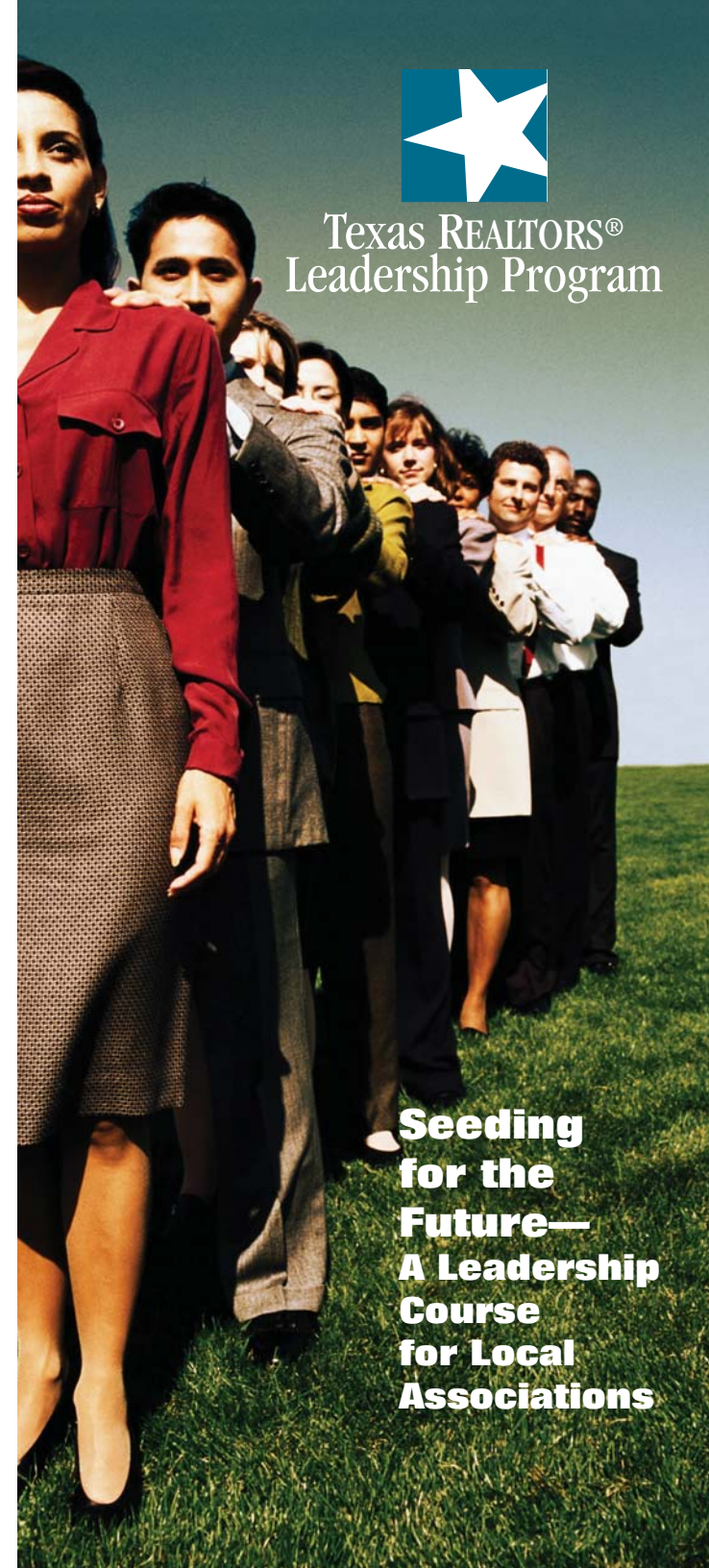
**Seeding
for the
Future—**

**A Leadership
Course
for Local
Associations**



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Compelling

Vibrant, healthy REALTOR® organizations must find ways to identify and nurture strong, future leaders. All REALTOR® associations need a steady source of new leaders possessed of their own energy, commitment, passion, and vision to meet the challenges of tomorrow.

Announcing a new turnkey leadership program prepared by the Texas Association of REALTORS® for local associations to deliver to their members.

Its key objectives: Discover, Recruit, Educate, Empower.

Flexible

The full program is designed for eight days of interactive instruction to be given over approximately eight months. Local associations throughout Texas can offer the full program to their leader-students, or select modules that more precisely fit their size, resources, and time constraints. Two modules, Diversity and Spokesperson Training, are certified for 16 total hours MCE credit.

Inspirational

The Texas Association of REALTORS® has designed this new program for local associations to take it and run with it. The scope consists of a comprehensive how-to—from uncovering hidden leaders, educating them, and ultimately empowering these leaders to pursue association service and leadership roles upon graduation.

Practical

Participating associations receive instructor and student manuals including a list of supplementary reading materials. Each module has a detailed curriculum, delivered through a variety of adult learning modes that are interactive and relevant: lecture, group discussion, exercises, audiovisual aids, field trips, and class projects.

Relevant

The content focuses on leadership for the 21st century. It aims at discovering the leader within, finding the power behind the team, empowering the leader to work for the greater good of the association, and ultimately providing a direct path to association service and leadership.

Topics include:

- Team Building
- Communication
- Personality Types and Interactions
- Harnessing the Power of Diversity
- Understanding the REALTOR® Hierarchy
- Governance
- Leadership Styles
- Leading Through Service
- Meeting Planning
- Overcoming Obstacles to Leadership
- Political Realities
- Political Action
- Issues and Mobilization
- Creating Influence
- Defining Community
- Efficiency and Effectiveness
- Community Leadership
- Spokesperson Training
- And Much More ...

A Sense of Accomplishment: Graduation Day

Participants' hard work and dedication culminate on the last day at graduation. Graduates focus on the past, present, and future of the association and their roles going forward. Graduates come away with life-long friendships and a real sense of accomplishment, armed with renewed confidence and a burning desire to serve their association.

For more information, contact Professional Development at 800/873-9155; e-mail: education@TexasRealtors.com.

“This program was developed to provide an industry-specific tool that local associations can use to identify and cultivate future leaders. REALTORS® from our first graduating class describe the experience as life-changing. It has been one of the most effective and successful programs we have ever presented, creating a positive influence for future REALTOR® involvement and leadership.”

—Travis Kessler, CEO,
San Antonio Board of REALTORS®