



Missouri REALTORS® Leadership Academy Application Packet

Recognizing that its members deserve leaders who are knowledgeable and well prepared, Missouri REALTORS® coordinates a statewide Leadership Academy. Through this program, Missouri REALTORS® trains emerging REALTOR® leaders so that they may exert a positive influence on the future of Missouri REALTORS®, their Local Boards/Associations and the profession.

The participants work together in a training course of five retreats that combine presentations, group activities and project planning. Sessions include the development of leadership skills, team-building exercises, goal setting, personal profile analysis, communication, ethical decision-making... and much more.

Objectives of Missouri REALTORS® Leadership Academy

- To identify Missouri REALTORS® who have demonstrated leadership potential and an interest in the REALTOR® organization, its history and goals.
- To train participants in leadership skills.
- To motivate participants by:
 - Increasing their awareness of real estate and association management issues and challenges.
 - Involving them in problem-solving activities on issues of current interest.
- To develop a network of leaders across the state that will actively work for the continued growth of the REALTOR® organization at all levels.

Application Procedure

- All Missouri REALTORS® members are eligible to apply to the Leadership Academy.
- Tuition for the program is \$1,195. The tuition helps cover expenses for speakers, training sessions, meals, overnight accommodations and instructional materials for all five retreats. Additional costs to the participants will include transportation from home to the retreat site and select minimal expenses which may be incurred. Members may apply for scholarship funds if they and/or their Local Board/Association do not have the financial resources to pay the tuition.
- Application forms should include the information requested. However, answers should be limited to the space available. **The application deadline is April 5, 2019. APPLICATIONS WILL NOT BE ACCEPTED AFTER THAT DATE.**

Selection Criteria

Participation in the Missouri REALTORS® Leadership Academy is open to REALTORS® living in the state of Missouri. A maximum of 12 to 16 individuals will be selected to participate in the program. Since the number of appointments to the Missouri REALTORS® Leadership Academy is limited, applicants who are not selected are encouraged to reapply in subsequent years. Participants will be chosen by a selection committee appointed by the Leadership Development Output Group based on the quality of the applications, geographic location and gender. Other considerations will be Local Board/Association and community involvement and a perceived desire for service in the REALTOR® organization.

Program Policies

Attendance at all five retreats is mandatory. (See Commitment Sheet for dates and locations.) Those who fail to attend will be asked to withdraw, with no refund of tuition. Note: The program tuition is based on double-room occupancy. This is a budgetary consideration and also promotes the teamwork that is an integral part of the program. If a participant has a specific need that precludes sharing a room or simply prefers single room accommodations, he or she will be responsible for paying the entire cost of the room, not just the difference between a single and a double room.



Summary of the 2019-2020 Leadership Academy Curriculum

Retreat 1: An Introduction to the Leadership Academy

October 23-25, 2019 | The Elms Hotel, Excelsior Springs

Following get-acquainted ice breakers, the leadership class will experience amazingly accurate communication-style assessment process, identify their personal strengths and gain tips about how to work as a productive team. A dynamic speaker will present a unique view of leadership and teamwork. The group will get an introduction to team building and hold their first brainstorming session. By the close of the retreat, the participants will have a clearer understanding of the REALTOR[®] organization and the concept of leadership.

Retreat 2: Communication

January 29-31, 2020 | Old Kinderhook, Camdenton

Dynamic speakers will address effective communication, conflict resolution, media spokesperson training and working with other members. More team building and brainstorming will occur as leaders learn to make decisions and effectively communicate with one another.

Retreat 3: Legislative/Leadership in Action

April 21-24, 2020 | Holiday Inn Executive Center, Columbia

In addition to Leadership Academy sessions, the class will participate in Missouri REALTORS[®] Capitol Conference and experience Missouri REALTORS[®] O2 output group meetings. Highlights will include presentations about political issues that are affecting the real estate industry, Capitol visits, and Missouri REALTORS[®] Capitol Conference reception. The class will attend state governance meetings and continue teambuilding activities.

Retreat 4: Ethics and Decisions

July 22-24, 2020 | Stoney Creek Hotel, Columbia

Through a series of interesting exercises, ethical decision making will be examined. There will be a discussion about ethical decisions REALTORS[®] must make in their profession and as volunteers. Other topics of current interest in the real estate industry will be discussed as well as team building exercises that enhance ethical decisions.

Retreat 5: The Journey

September 15-17, 2020 | DoubleTree by Hilton, Chesterfield

The final retreat will be held during the Missouri REALTORS[®] September Business Conference. It will include a wrap-up, motivational speeches and a graduation ceremony. The class will present their class project, evaluate their experience and share key insights with each other and members.



Missouri REALTORS® Leadership Academy
CONFIDENTIAL APPLICATION FOR 2019-2020

INSTRUCTIONS

Complete and return application to Missouri REALTORS®. Please complete each section fully. Limit answers to the available space. The application commitment form must be signed by both applicant and managing broker (unless applicant is managing broker) and returned no later than April 5, 2019. There is a \$75 application fee that will be refunded if you are not admitted but will be applied to your tuition if you are. Your Local Board/Association President or AE will be asked to co-sign your application ONLY IF your Local Board/Association is funding your tuition.

I. PERSONAL DATA

Date _____

Local Board/Assn _____ NRDS # _____

Full Name _____ Nickname / Preferred Name _____

Gender: Male _____ Female _____ Place of Birth: _____

Home Address _____

Name of Firm _____

Business Address _____

Cell Phone _____ Business Phone _____

E-mail address _____

Real Estate Specialty(ies) (Residential, Appraisal, Commercial, etc.) _____

Real Estate Designations _____

Hobbies _____

Emergency Contact - Name _____

Phone _____ Relationship to Applicant _____

COMPLETED APPLICATION AND COMMITMENT FORM SHOULD BE SENT BY APRIL 5, 2019 TO:

Missouri REALTORS® Leadership Academy, 2601 Bernadette Place, Columbia MO 65203
or missourirealtors@morealtor.com

II. EDUCATION

A. High school or college(s), technical or specialized training.

Name and Location of School	Dates (from-to)	Degree	Major
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

B. Academic Awards and Extracurricular Activities. (Please list any leadership positions held.)

III. WORK EXPERIENCE

A. Year Licensed _____ Year joined present real estate firm _____

Title (Agent, Broker, Owner etc.) _____

Briefly describe your job responsibilities:

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B. List previous work experience (non-real estate) in reverse chronological order: (Include active military duty).

Organization/Firm	Title/Responsibility	From	To
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

C. What do you consider your highest career achievement to date?

IV. REALTOR® VOLUNTEER ACTIVITIES

A. REALTOR® Business/Professional Affiliations and/or Activities. Please include Local Board/Association of REALTORS®, Missouri REALTORS® Involvement and/or Institutes, Societies and Councils. (Do not include civic organizations, public offices or political activities.)

Name of Group	Positions Held or Assignments	Period of Affiliation
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

B. What kinds of REALTOR® volunteer activities would you like to become active with in the future?

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C. Current Community Involvement. Include community, civic, government, social, athletic, or other activities and please list any offices held. (Do not include REALTOR® Business/Professional Affiliations and/or Activities.)

Organization

Organization

Organization

D. Approximately, how much time each month do you commit to volunteer work? (Including REALTOR® committees and organizations). Explain if needed.

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V. GENERAL INFORMATION

One of the goals of the Missouri REALTORS® Leadership Academy is to build a network of REALTOR® leaders who can enhance their problem-solving and other leadership abilities through shared perspectives and teamwork.

A. What do you feel are the most significant challenges facing the real estate profession today?

Can you suggest a process for improving any one of these issues?

B. What specific skills/knowledge do you hope to gain from your participation in Missouri REALTORS® Leadership Academy?

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Missouri REALTORS® Leadership Academy Commitment Form

- I understand the purpose of the Missouri REALTORS® Leadership Academy program and, if selected, I will devote the time and resources necessary to complete it. The scheduled retreat dates and locations are as follows:
RETREAT 1: October 23-25, 2019 - The Elms Hotel, Excelsior Springs
RETREAT 2: January 29-31, 2020 - Old Kinderhook, Camdenton
RETREAT 3: April 21-24, 2020 - Holiday Inn Executive Center, Columbia
RETREAT 4: July 22-24, 2020 - Stoney Creek Hotel, Columbia
RETREAT 5: September 15-17, 2020 - Double Tree by Hilton, Chesterfield
- I understand that even though emergencies arise, participants who miss the allotted attendance requirement may be asked to withdraw from the program with no portion of the tuition refunded to them.
- I also understand that room charges are based on double occupancy, and that if I desire a single room, I will be solely responsible for the cost and not just the difference between a double and a single room.

I understand the above commitments and agree to be bound by them in signing this application.

Applicant Signature _____ Date _____

Type/Print Name _____

BROKER/SUPERVISOR COMMITMENT (if applicable):

This applicant has the approval and full support of this company, which includes the time required to participate in the program.

Signature _____ Firm Name _____

Type/Print Name _____ Phone _____

APPLICATION FEE AND TUITION

The application fee is \$75. It will be applied to your tuition if you are admitted but will be refunded if you are not. Mail a check for \$75 made out to Missouri REALTORS® with your application or complete the credit card information below. (American Express, Discover, Master Card or Visa):

Card# _____ CCV# _____ Billing Zip Code _____

Expiration Date _____ Signature of Card Holder _____

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If accepted into the Missouri REALTORS® Leadership Academy, you, your Local Board/Association and/or a sponsor will be billed for the remainder of the \$1,195 tuition fee. Please indicate who will be responsible for your tuition (*check all that apply*):

All	Split (how much)	
_____	_____	Local Board/Association
_____	_____	Sponsor (Name/Contact info) _____
_____	_____	Self

Would you like to be considered for a Leadership Academy scholarship? Yes _____ No _____

If yes, briefly explain why _____

Local Board/Association: It is requested that your Local Board/Association co-sign this application ONLY IF your Local Board/Association is funding your tuition.

(Local Board/Association President or AE signature) _____

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