

## 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 primary Missouri REALTORS® members are eligible to apply to the Leadership Academy.
- Tuition for the program is \$1,299. 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 be thorough and include the information requested. However, answers should be limited to the space available. **The application deadline is May 3, 2024. APPLICATIONS WILL NOT BE ACCEPTED AFTER THAT DATE.**
- You may submit up to **one letter of recommendation** with your application. This must be from your broker or an immediate manager.
- **VIDEO REQUIREMENT:** An introductory video **must** accompany your application. Videos should be no more than 90 seconds and answer the following questions: (1) How would you describe yourself to someone who doesn't know you? (2) Why did you apply for Leadership Academy?
- The selection committee will identify a pool of program applicant finalists and host Zoom interviews in late-May before making the final class selection. *(Subject to the number of applicants.)*

### Selection Criteria

Participation in the Missouri REALTORS® Leadership Academy is open to active REALTORS® who hold a primary state membership with Missouri REALTORS®. 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 and geographic location. Other considerations will be Local Board/Association and community involvement and a perceived desire for service in the REALTOR® organization.

### Program Policy

**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.**



## **Summary of the 2024-2025 Leadership Academy Curriculum**

### **Retreat 1: An Introduction to Leadership Academy**

**October 23-25, 2024 | The Elms Hotel, Excelsior Springs**

Following get-acquainted ice breakers, the leadership class will experience an amazingly accurate communication-style assessment, 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 for their class project. 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**

**February 5-7, 2025 | The Broadway, Columbia**

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 29-May 1, 2025 | Holiday Inn Executive Center, Columbia**

In addition to Leadership Academy sessions, the class will participate in Missouri REALTORS® Spring Business Conference. Participants will also experience Missouri REALTORS® O2 governance structure. Highlights will include presentations about political issues that are affecting the real estate industry and a session on parliamentary procedure and meeting management. The class will attend state governance meetings and continue team building activities.

### **Retreat 4: Ethics and Decisions**

**July 16-18, 2025 | Old Kinderhook, Camdenton**

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 22-24, 2025 | Sheraton Westport Chalet Hotel, St. Louis**

The final retreat will be held during the Missouri REALTORS® Fall 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 2023-2024

#### 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 May 3, 2024**. 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. You may submit up to **one letter of recommendation** with your application. This must be from your broker or an immediate manager.

#### I. PERSONAL DATA

Date \_\_\_\_\_

Local Board/Assn. \_\_\_\_\_ M1 ID# \_\_\_\_\_

Full Name \_\_\_\_\_ Nickname / Preferred Name \_\_\_\_\_

Home Address \_\_\_\_\_

Name of Company \_\_\_\_\_

Business Address \_\_\_\_\_

Mobile 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, COMMITMENT FORM & VIDEO**

**SHOULD BE SENT BY MAY 3, 2024**

Missouri REALTORS® Leadership Academy

[cara@morealtor.com](mailto:cara@morealtor.com)

## II. EDUCATION

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

Name and Location of School

Dates (from-to)

Degree

Major

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### 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?

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, 2024 | The Elms Hotel, Excelsior Springs  
RETREAT 2: February 5-7, 2025 | The Broadway, Columbia  
RETREAT 3: April 29-May 1, 2025 | Holiday Inn Executive Center, Columbia  
RETREAT 4: July 16-18, 2025 | Old Kinderhook, Camdenton  
RETREAT 5: September 22-24, 2025 | Sheraton Westport Chalet Hotel, St. Louis
- 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 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 \_\_\_\_\_

### **TUITION**

If accepted into the Missouri REALTORS® Leadership Academy, you, your Local Board/Association and/or a sponsor will be billed for the \$1,299 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

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**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) \_\_\_\_\_

**SCHOLARSHIP**

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

If yes, briefly explain why \_\_\_\_\_

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