

LEADERSHIP IS
NOT A POSITION
OR A TITLE, IT
IS ACTION AND
EXAMPLE.

2023 LEADERSHIP ACADEMY

*“The greatest leader is not necessarily the one who does the greatest things. They are the one that gets the people to do the greatest things.”
~ Ronald Reagan*

The Characteristics of a Good Leader:

Self-Awareness: You know your strengths and your weakness. You know when you’re working in flow and you know when you’re over worked. You know yourself, including your capabilities and your limitations, which allow you to push yourself to your maximum.

Self-Direction: You’re able to direct yourself effectively and powerfully. You know how to get things done. How to organize tasks and how to avoid procrastination.

Vision: You’re working towards a goal that’s greater than yourself. Working towards a vision is far more inspiring than working toward personal gain.

Ability to Motivate: Leaders don’t lead by telling people what they *have* to. Instead, leaders cause people to *want* to help them. A key part of this cultivating your own desire to help others. When others sense that you want to help them, they in turn want to help you.

Social Awareness: Understanding social network and key influencers in that social network is another key part of leadership. Who in the organization has the most clout, both officially and unofficially? Who moves the hearts of the group?

The Leadership Academy is a training and development program designed to educate and inspire future leaders for the Fayette County Board of REALTORS®. Candidates who may best serve as a local leader are nominated by their broker and selected based on their track record of volunteer performance for their local association and/or civic organizations, their leadership potential and personal integrity. Fayette REALTORS® invites you to complete and submit this application for your chance to grow the leadership possibilities within you.

Application Deadline: March 17, 2023

2023 Leadership Academy Calendar of Events

1 **March 27th 9 AM - 1 PM**
 Welcome, Board Responsibilities & Team Building
 Location: FCBR Board Office

4 **June 26th 9:30 AM - 11:30 AM**
 Cast your Vision for 2024/Public Speaking & Body Language
 Location: FCBR Board Office

2 **April 24th 9:30 AM - 11:30 AM**
 NAR/GAR/RPAC
 Location: FCBR Board Office

5 **August 28th 9:30AM - 11:30 AM**
 Community Service Project
 Location: TBD

3 **May 22nd 9:30AM - 11:30 AM**
 Finances/Budgets & Taxes
 Location: FCBR Board Office

6 **September 25th 6:30 PM - 8:30 PM**
 Team Building Wrap-Up
 Location: TBD

Leadership Classes Include:

<p>Orientation / Leadership Learn about the history of the Fayette County Board of REALTORS and their current leadership the Learn how the Board works .</p>	<p>Meeting Management and Communication Learn how the Board is governed and the basics of Parliamentary Procedure. Attend a Board of Directors meeting to see planning and boardroom protocol in action and how the strategic plan and meeting agendas guide our leaders. Sharpen your communication skills!</p>	<p>Legislative / RPAC Meet the Georgia Association of REALTORS Senior Director of Governmental Affairs and learn what they do for REALTORS in GA!</p>
<p>Team Building Learn the components of a team. Building the right team and being your best.</p>	<p>Leadership Essentials Learn more about the National Association and Georgia Association of REALTORS.</p>	

Attendance of all classes is mandatory, as every class is unique. More than 1 absence is an automatic resignation from the program.

Application Deadline: Friday., March 17, 2023

2023 Leadership Academy Application



Full Name: _____ Date: _____

Company: _____

Office Address: _____

Cell Phone: _____ E-mail Address: _____

How long have you been a licensee? _____ How long have you been a Board member? _____

Local Board Positions Held: _____

Why do you want to be considered for the Fayette Leadership Academy? _____

What qualities do you feel you bring to a leadership position? What is your background? _____

What specific skills/knowledge do you hope to gain from your participation in the Fayette Leadership Academy? _____

What do you feel are the three most significant challenges facing the real estate profession today? _____

What does being a REALTOR mean to you? _____

Broker's Signature: _____

Application fee of \$65, covers registration, material and food. Please submit check payable to Fayette County Board of Realtors (FCBR) or complete credit card information below. Payment will not be processed until applicant is accepted. All applications will be acknowledged via email.

Submit completed application and payment no later than Friday, March 17, 2023 to:

Fayette County Board of Realtors ~ 101 Devant Street, Suite 705, Fayetteville, GA 30214

Fax ~ 770.461.5608 Email: ae@fayetterealtors.com

Card # _____ Exp. _____ Type: Visa, MC, AX

Name on Card: _____ Signature: _____