

Superiority Hegemony

Skill Education Academy

Guidance

WVAV

Leadership

Academy

For

Course Catalog

Insight

Priority

Management

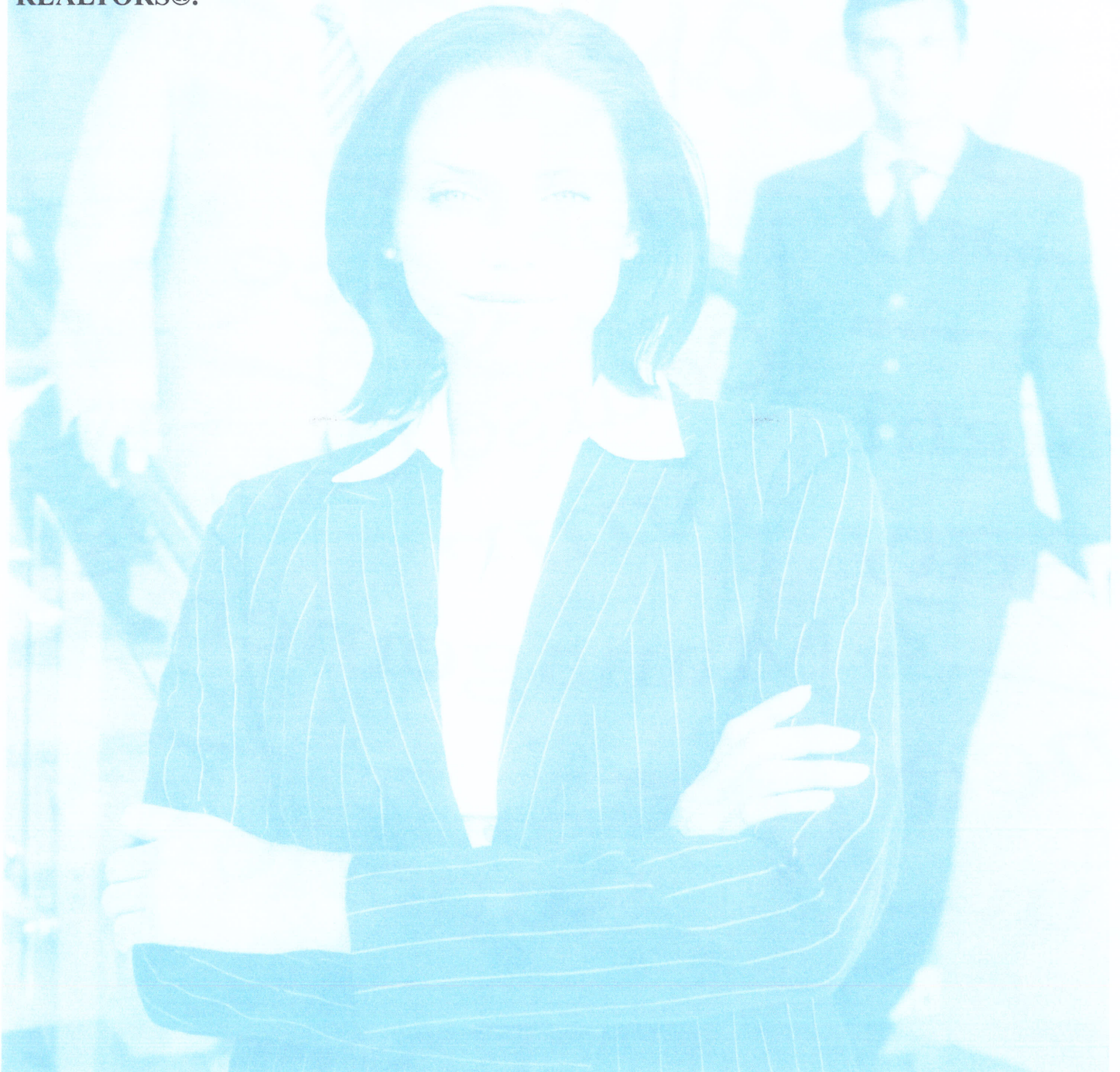
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Superiority

Foresight

West Virginia Association of REALTORS® Leadership Academy

The West Virginia Association of REALTORS® Leadership Academy is a program beneficial for members who seek to enhance their leadership abilities and effectiveness within the context of the whole of REALTOR® associations. It is ideal for REALTOR® members who have experience at the local level and who seek an opportunity to maximize their leadership skills and the institutional knowledge needed to employ those skills in leadership positions at the West Virginia Association of REALTORS®.



Module 1: Government



“A bronzed, lank man! His suit of ancient black, A famous high top-hat and plain worn shawl Make him the quaint great figure that men love, The prairie-lawyer, master of us all.” (From Lincoln Walks at Midnight by Vachel Lindsay) Abraham Lincoln was without a doubt a great leader, but was he born a great leader or did the circumstances surrounding his presidency force him to be one. While no one can answer the question, one question we do know the answer to is that government plays integral part in our real estate practice.

In the Government Module, students will be exposed to various aspects of state government. During the session, students will tour the historic state capitol and governor's mansion, learning about the proud history of the mountain state. There will also be opportunities to watch the West Virginia State Legislature in action and participate in a variety of sessions with state government leaders and lobbyist.

The day will begin with a session and overview by The West Virginia Association of REALTORS® CEO and Lobbyist Ray Joseph. The topics covered will include a primer on the legislative process, WVAR's 2015 Legislative Agenda and an update on the activities of the National Association of REALTORS® on Capitol Hill. No business is exempt from government intervention and regulation, this module will assist students in understanding the process and outlining ways they can participate.

Module 2 : Leadership



Steve Jobs once said “That’s been one of my mantras — focus and simplicity. Simple can be harder than complex. You have to work hard to get your thinking clean to make it simple. But it’s worth it in the end because once you get there, you can move mountains.” This rings true with leadership, being focused and keeping things simple can sometimes make all the difference in the world.

Module 2 focuses on how to do just that. Bob Fish, Parliamentarian for West Virginia Extension Services, will conduct sessions on how to run an effective meeting from the perspective of the chairman. In this module, students will be instructed on the fundamentals of managing a business. Budget and finance, delegation of duties, recruitment, ethics and the value of service are all covered in this module.

Module 3 : Our Industry and Its Future

This module will include an opportunity to interact in panel discussions with WVAR Officers and Staff. While there is no crystal ball in the real estate industry, we have seen over the last few years what a vital role it plays in this nation's economy. In our 3rd module, students will be exposed to the best state and national economists and prognosticators discussing future trends in housing, technology and the economy overall.



Local, State and a National Association of REALTORS® Representative will be delivering presentations, REALTOR® Benefits and the three-way agreement. Finally, with Module 3 also comes the culmination of a year's worth of hard work, networking and friendships culminating in a graduation ceremony acknowledging your efforts and welcoming you into the Inaugural Leadership Academy Alumni.

Module 4: Communication

We are in the relationship business. Every day we interact with customers and clients that have different needs, values and income levels. Our success is based on our ability to interact with these individuals to accomplish their goals. We accomplish this by employing a variety of communication skills. In Module 4, students will learn how to fine tune and enhance both their verbal and non-verbal skills through a variety of sessions, exercises and hands-on training.



Communicating does not just involve speaking and writing well. How we present ourselves in public, appearance and sometimes just using the right fork can make the difference in whether or not the deal makes it to the closing table.

Teambuilding, etiquette and appearance, conflict resolution, personality testing and public speaking and written communication tips are some of the areas that will be covered in Module 4. Please note some physical activity may be required in the team building sessions, so please let us know of any issues we may need to be aware of.

We hope you will join us as a proud member of the West Virginia Association of REALTORS® Leadership Academy. Sign up today.



West Virginia Association of REALTORS®

The Gold Standard for Real Estate in West Virginia

Leadership Academy Information

"The WVAR Leadership Academy exists to: Promote, train and acknowledge current and future leaders and enable them to better serve their Local, States, and national Associations of REALTORS®, as well as their community; through education, knowledge sharing, and team building."

TUITION: \$500 per applicant. Tuition will include attendance at all of the scheduled sessions and some meals. ****Tuition does not cover travel expenses, overnight accommodations and some meals****

Tuition may be paid by you, a local REALTOR® association or an outside sponsor. However tuition will be due once notified of your selection into the academy, but prior to the attendance of the first session. Please note that if one or more of the sessions are not attended by the participant, you may be asked to withdraw and forfeit your tuition payment. *Exceptions may be granted on the advice of the Leadership Advisory Committee or WVAR Leadership*

COURSE CONTENT:

Session 1: Government

To include but not limited to the following activities/discussions: a day in Charleston WV to tour the capital building or a day in Washington DC to tour the NAR building; governance; lobbying; RPAC information and Real Estate Commission duties.

Session 2: Leadership

To include but not limited to the following activities/discussions: how to run a meeting; structuring meetings; minute taking; ethics in discussions; Roberts Rule of Order; finance and budgeting; delegation; recruitment; past/current WVAR officers panel.

Session 3: Our Industry and Its Future:

To include but not limited to the following activities/discussions: forecasting and trends in the marketplace; technology; REALTORS® resources/benefits from WVAR/NAR

Session 4: Communication

To include but not limited to the following activities/discussions: teambuilding exercises (may require some physical activity); etiquette and appearance; public speaking and written communication tips; conflict resolution; leadership styles; personality tests; effective working communication.

****All course content is tentative and could change without notice****

Selected participants are encouraged to attend the WVAR Convention as the inaugural class will be announced. Please visit www.wvrealtors.com for more information and to sign up for convention.

Confidential Application for the Leadership Academy

Instructions: Type or Print. Please complete each section fully. Limit answer to the available space. Application signed by the applicant, applicant's Local Board AE/EO or President and applicants' broker. Application must be received no later than August 15 to be eligible. Return Application to: West Virginia Association of REALTORS® Attn: Leadership Academy; 2110 Kanawha Boulevard East, Charleston, WV 23155

I) PERSONAL DATA:

Full Name: _____
Nickname or Name Preferred: _____ Date: _____
Preferred Mailing Address: _____
Office Affiliation Name: _____
Office Affiliation Address: _____
Phone Number: _____ Business Phone Number: _____
Email Address: _____
Year Licensed: _____
Real Estate Specialty (Residential, Commercial, etc.): _____

II) EDUCATION:

a) College/University/Advanced Degree Held: _____

b) Real Estate Education, Designation Courses, Specialized Training etc.: _____

III) WORK EXPERIENCE

a) Former Career/ Job Before Real Estate: _____

b) Present Office Affiliation Name: _____
i) Year Joined: _____ Title/Responsibility: _____

c) Previous Office Affiliation Name: _____
i) Year Joined: _____ Title/Responsibility: _____

IV) COMMUNITY INVOLVEMENT

a) Include Community, Civic, Religious, Political, Government, Social, Athletic, Other

<i>Organization</i>	<i>Position Held</i>	<i>Duties</i>

V) REALTOR® ASSOCIATION INVOLVEMENT (Local, State, National)

a) Local Association Positions Held/Committees Participated On: _____

b) State Association Positions Held/Committees Participated On: _____

c) National Association Positions Held/Committees Participated On: _____

d) Have you attended any WVAR or NAR Annual Conventions? (If so, list years attended) _____

VI) LEADERSHIP GOALS

a) What do you hope to gain from completing the Leadership Program? _____

b) Any specific skills or knowledge you hope to gain from the program? _____

c) Why do you feel you should be selected to participate in this program? _____

VII) COMMITMENT

To Graduate from the Leadership Academy, a participant is expected to attend all sessions as outlined on the attached agenda. The sessions may require overnight stay. I understand the purpose of the WVAR Leadership Academy program and, if I am selected, I will devote the time and resources necessary to complete it. I understand that even though emergencies arise, any participant who misses the allotted attendance may be required to withdraw from the program and no portion of the tuition will be refunded.

Participants Signature **Date**

Broker/Office Manager Signature **Date**

Local Board President or AE/EO Signature **Date**

