



**Tallahassee Board of REALTORS®  
2012 Leadership Academy: Raising the Bar**

**Intent**

The Leadership Academy is a method of instructing future leaders of the Tallahassee Board of REALTORS®. The program is an exciting and challenging one designed to train selected REALTOR® and Affiliate members of the Board, equipping them to serve as directors, officers, and committee chairs. Candidates completing the course will be qualified for future leadership of our Board, and will be awarded the Certified Leadership Graduate (CLG) designation.

**2012 Leadership Academy: Raising the Bar**

This year's Leadership Academy theme is "Raising the Bar," promoting professionalism, service, and vision. Whether you realize it or not, all of us are in leadership positions and have the same opportunity to influence and encourage others. Why not become the best you can be this year—raise the bar! Whether your aspirations are directed toward leading a committee, strengthening your personal goals, becoming more involved in a TBR leadership position, or becoming a better leader in community boards and organizations, we encourage you to apply. As a Leadership Academy participant, you will become immersed in a program that combines classroom, independent study, group sessions, team-building exercises, goal setting, networking techniques, and communication skills. Many of the same principles that guide the volunteer leadership and staff of Florida REALTORS® and TBR can be applied to how you run your business and make decisions that impact your daily life, and the lives of those around you. Become a part of the bright future of your Board.

*~ Mike Ferrie & Patti Ketcham, Deans, 2012 Leadership Academy*

**With Grateful Appreciation for the Generous Sponsorship of:**

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Southern Home Consultants, Inc.  
Tallahassee Title Group  
Timberlane Appraisal

**Eligibility**

- A. Tallahassee Board of REALTORS® member for at least two (2) years.
- B. Past and current service on at least one committee of the Tallahassee Board of REALTORS®.
- C. Must be an RPAC contributor at the time of application to the program.
- D. Must commit to an RPAC contribution during the year of the program.

The program is limited to twelve participants (one can be an Affiliate member), based on completed application and paid registration fees.

**2012 Leadership Academy**

**Deadline: February 10, 2012 at 5 p.m.**

Return page 3 (cover sheet) and answers to Jo-Anna Dolloff at:  
Phone: (850) 224-7713 Fax: (850) 561-3710 Email: Jo-Anna@TBRnet.org

## Application

- A. Applicants must fully complete the Leadership Academy application form and return it by **February 10, 2012**. *Please type or clearly print your application.*
- B. Required tuition is \$100 per participant, due upon acceptance into the program.
- C. Applicants must have served on at least one TBR committee in the past.
- D. Applicants must be members of at least one 2012 TBR committee.
- E. Participants are **required** to attend classes on the following dates: March 23, April 20, May 11, June 15, September 7, October 12, and November 1, as well as the Florida REALTORS® convention in Orlando (August 9-10); at least one city, county, or school board meeting; and a TBR Board of Directors, Finance Committee, or MLS Committee meeting.
- F. If a participant misses a required class/event, he or she will have the opportunity to make up the same topic/event during the next Leadership Academy. The participant may continue with the current class but will not graduate with the class; rather, he or she will be awarded the CLG certification once the missed session/event is completed during the next Leadership Academy program.

## Selection

- A. Selection will be made by a panel of five Tallahassee Board of REALTORS® Past Presidents.
- B. Judging will be on a point schedule predetermined by the Tallahassee Board of REALTORS® Leadership Academy deans and judging panel.

## IMPORTANT DATES

- Thursday, March 1, 5 – 7 p.m. (Chez Pierre). Casual reception; attendance encouraged, but not required.

## Required Sessions:

- Friday, March 23, 9 a.m. – noon (Florida REALTORS® Office, 200 S. Monroe St.). Raise the bar by seeing how it all works together: your local (TBR), state (Florida REALTORS®), and national (NAR) associations.
- Friday, April 20, 9 a.m. – noon (TBR). Raise the bar by finding out who you are and how to effectively get your message across. With guest speaker Commissioner and REALTOR® John Dailey.
- Friday, May 11, 9 a.m. – noon (TBR). Raise the bar by envisioning how TBR will look better when you are done. Introduction of project, purpose, and goal.
- Friday, June 15, 9 a.m. – noon (TBR). Raise the bar through time management, project management, project continuation.
- Thursday & Friday, August 9-10 (Orlando). Raise the bar by attending the Florida REALTORS® convention.
- Friday, September 7, 9 a.m. – noon (TBR). Raising the Bar: Open session to be used to provide support for class project through speakers, resources, etc.
- Friday, October 12, 9 a.m. – noon (TBR). Raising the Bar: Class project presentation.
- Friday, November 1, 6:30 – 8:30 p.m. (Boyd Penthouse). Raising the Bar: Graduation ceremony.

## Also required (check appropriate calendars for schedule):

- Attend at least one city commission, county commission, or school board meeting.
- Attend a TBR Board of Directors, Finance Committee, or MLS Committee meeting.

## Recommended:

- Habitat Build (contact TBR office to sign up: January 27, February 3, February 10, February 17).
- Great American REALTOR® Days, February 14-15 at the Capitol.
- Relay for Life/REALTORS® for Relay, April 20-21 at the North Florida Fairgrounds.

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## 2012 Leadership Academy Application Cover Sheet & Questionnaire

Please type or print clearly. Answer the questions on a separate sheet of paper, attach this sheet as a cover sheet, and submit by February 10, 2012 to [Jo-Anna@TBRnet.org](mailto:Jo-Anna@TBRnet.org).

Name: \_\_\_\_\_ Daytime Phone: \_\_\_\_\_

Firm: \_\_\_\_\_

Preferred Address: \_\_\_\_\_

Email: \_\_\_\_\_

I certify in making this application that:

- A. The statements in this application are true and correct.
- B. I have been a member of the Tallahassee Board of REALTORS® for at least two years.
- C. I have served on at least one TBR committee in the past, and am currently serving on a TBR committee (2012).
- D. If accepted into the program, I will remit the tuition fee of \$100, which is not refundable.
- E. I will attend the required classes on the following dates: March 23, April 20, May 11, June 15, September 7, October 12, and November 1, as well as the Florida REALTORS® convention in Orlando (August 9-10) ; at least one city, county, or school board meeting; and a TBR Board of Directors, Finance Committee, or MLS Committee meeting.

Signature: \_\_\_\_\_

### QUESTIONNAIRE

1. How many years have you been in the real estate business?
2. Are you a full time practitioner?
3. What involvement have you had within TBR, Florida REALTORS®, NAR?
4. What specific skills/knowledge do you hope to gain from your participation in the Leadership Academy?
5. What do you see as our industry's biggest challenges for the next year?
6. President Debbie Kirkland has adopted the theme "Raising the Bar" for 2012; explain what this concept means to you.
7. 2012 will be an important year of political change and choices. What do you see as the REALTORS®' role, if any, in the political arena?
8. What do you like best about what the Tallahassee Board of REALTORS® offers to its members?
9. What should be the role of the Tallahassee Board of REALTORS® in your professional and personal success?

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