Dayton REALTORS®

**2020 Leadership Academy Application**

*Please refer to page 4 for details of the program modules and schedule.*

**Step One.**

**Please complete this application and return it to the Dayton REALTORS® by email or in-person.**

**Section A – Identification**

1. Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2. Is Dayton REALTORS your primary REALTOR® Board: ☐ Yes ☐ No Member Number\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

3. Secondary Board membership:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

4. Primary contact phone:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Email:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

5. Are you actively participating in activities that require an Ohio real estate license? ☐ Yes ☐ No

If yes, please check your primary field:

☐ Residential Resale ☐ Residential New Home Sales ☐ Commercial Sales

☐ Commercial Lease ☐ Property Management ☐ Loan Broker

☐Other\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Length of time in your primary field: \_\_\_\_\_\_\_\_\_\_

**Section B – Work experience for the past ten years**

1. Present Firm: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Position: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_From \_\_\_\_\_\_\_\_\_\_\_\_to \_\_\_\_\_\_\_\_\_\_\_\_

2. Previous Firm: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Position: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_From \_\_\_\_\_\_\_\_\_\_\_\_to \_\_\_\_\_\_\_\_\_\_\_\_

3. List any career or occupation(s) prior to real estate: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Section C – Education**

1. Describe any formal leadership training with local, state, or national REALTOR® associations, community leadership programs, military programs, college or university, etc. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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2. List your leadership positions and any special honors or awards received from **any non-REALTOR® organization**: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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**Section D – REALTOR® and other Association Participation not listed on your Profile Report**

1. List any participation with your local, state, or national association of REALTORS®.

Name of association Position held or assignment Dates of participation

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2. Describe your participation in real estate related public policy issues: e.g.: Calls to Action, RPAC, fundraising, legislative activity, indicating the operative dates. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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**Section E – Professional Association and Community Involvement**

1. List any participation with other professional associations/organizations

Name of association Position held- assignments Dates of participation

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2. Describe your community, civic, political, governmental, athletic, social, or other areas of active participation

Name of association Position/assignment and responsibilities Dates of participation \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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**Section F – General Information-** **if necessary add an attachment**

1. Why are you interested in participating in this leadership development program?

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2. In your opinion, what are the three most significant challenges facing the real estate profession today?

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3. How did you first hear about the DABR Leadership Program and what prompted your decision to apply?

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**Section G – TERMS AND CONDITIONS OF ENROLLMENT**

• **I understand that participation in the Leadership Academy is interactive and requires the attendance of every student for all students to receive the full experience of the program.**

**• I know that attendance is a very important part of this program and that I am expected to attend all sessions to graduate. I acknowledge that emergency circumstances will be evaluated by the Leadership Academy advisory board on an individual basis for a missed class.**

**• I understand the total tuition cost is $300**

**$100 Due with this application with remainder paid by January 3, 2020. The $100 application fee will be refunded if you are not selected for this program and you will have no other costs.**

**• I understand that tuition and fees are non-refundable once accepted into the program**

**• I certify that the answers I have provided in this application are true and correct.**

**• I COMMIT TO FULL ATTENDANCE AT EACH AND EVERY CLASS.**

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

**Applications must be submitted by December 12, 2019**

*Please refer to page 4 for details of the program modules and schedule.*

**Modules for Dayton REALTORS 2020 Leadership Academy**

**Module 1: February 11, 2020 – Introduction to Leadership 9:00 A.M. to 2:00 P.M.**

This initial session will provide Leadership Academy candidates the opportunity to meet and get an introduction to leadership as well as hear from previous leaders.

Welcome – 2020 Dayton REALTORS® President Sham Reddy

History, opportunities and purpose of Leadership Academy – Nancy Farkas, Leadership Academy Chair

Responsibilities of Dayton REALTORS® staff, Directors, and Executive Committee- Carlton Jackson, CEO

Leadership and You- Various Dayton Leaders

Group Project- Tyler Warner

Running an Effective Meeting and Roberts Rules

**Module 2: March 10, 2020 – Knowing Yourself as a Leader 9:00 AM to 4:30 PM**

**Instructor- Marilou Butcher-Roth**

This session will be focused on learning how YOU best operate as a leader. It will provide you with an in-depth look at being a leader not only in one’s business, but also in every facet of one’s life. Candidates will engage in DISC profile study and Meyer’s Briggs testing to fully understand their personalities and leadership types as they grow and evolve in the program through the year.

**Module 3: April 14, 2020 – Leading From a Global Perspective 9:00 AM to 2:00 PM**

**Instructor- Lisa Calarco, NAR Global Development**

This session will focus on the diverse population of the Miami Valley region and how REALTORS® have a broad scope of service when serving an international and diverse community. Hear from different economic development speakers and NAR’s Global Staff about opportunities right now in our market and the future of International real estate in our industry.

**Module 4: May 5, 2020 – Getting the Point Across and Sharing Vision 9:00 AM to 1:00 PM**

This session will focus on the methods and best practices for communicating with your team and finding your authentic style in writing and “getting your point across”. Candidates will focus on talking about communication as a leader, how many leaders fall short in the vision planning by failing to share the vision with those they lead.

**Module 5: June 9, 2020 – My REALTOR Party/Advocacy at Work 9:00 AM to 4:00 PM**

This session will focus on the REALTOR® Party and its efforts through RPAC, civic engagement and candidate screening on protecting homeownership and REALTOR® interests. Want to know what your RPAC investment is going towards? You’ll learn all about it here. Leave the session with a better understanding on how REALTORS play a large role in the political landscape as watchdogs for their industry and consumers’ interests.

**Module 6: July 14, 2020 – Public Speaking & Spokesperson Training 9:00 AM to 4:00 PM**

**Instructor -John Gormley, Mainstreet Organization of REALTORS**

Ever wished you were a better public speaker? Need a chance to fine-tune your skills? This session brings in a public relations and media expert to helping you learn how to speak to media as a business professional and association leader, as well as learning how to give speeches effectively and communicate vision and direction.

**Module 7: August 11, 2020 – Knowing and Growing Dayton 9:00 AM to 4:00 PM**

This session will focus on exploring and learning about local history and the different cultural features and growth of the City of Dayton and Miami Valley Region. See firsthand Dayton’s history of invention with a tour of Carillon Park and wrap up with a reassessment of your leadership “ah ha’s” and journey through the Academy.

**Module 9: Sept. 18, 2020 - Graduation ceremony at Board of Directors meeting**