



CURRICULUM CALENDAR & DATES

▶ **JANUARY 9, 2019, 9:00 AM – 11:00 AM**
Introduction to the Board of Directors and Orientation

▶ **MARCH 6, 2019, 5:00 PM**
Dinner for Entering Class
The Triangle REALTORS® Leadership Academy will kick off this year with an orientation and social for the incoming class. The Dean and Associate Deans of the Triangle REALTORS® Leadership Academy will be invited as well.

▶ **MARCH 7 & 8, 2019**
MARCH 7, 8:30 AM - 6:00 PM
MARCH 8, 8:30 AM- 5:00 PM
Leadership Concepts with Paula Montofer
Concepts of leadership will be explored, including team building, coaching and accountability. An exploration of diversity and multi-culturalism.

▶ **MARCH 27, 2019, 8:00 AM – 2:30 PM**
NCR Legislative Day
Each year, NC REALTOR® members get the opportunity to let NC legislators know what is important to them during Legislative Day. Our REALTOR® Rally features a powerful lineup of Senators and Representatives who will provide insight into the current General Assembly session.

▶ **APRIL 12, 2019, 9:00 AM – 3:30 PM**
Government Affairs with
Andrew Blackburn
Join together for a discussion about the political climate of our business, learn about political tools the Association offers and hear from a panel of locally elected officials about the challenges and successes crucial to keeping our area one of the finest places to live, work and play.
Raleigh Regional Association of REALTORS® and Triangle MLS, Inc. with Tessa Hultz and Rachel Wiest
An overview of the Association as well as TMLS.

▶ **MAY 3, 2019, 9:00 AM – 2:30 PM**
Team Building Retreat
This retreat is designed to encourage individuals and groups to see their potential through a progression of challenging activities that foster personal growth and improved teamwork.

▶ **JUNE 6, 2019, 9:00 AM – 5:00 PM**
Planning and Administration with Jim Manke
What are the functions of a Board of Directors, the importance of strategic planning, effective meeting management and appropriate utilization of communication methods.

▶ **AUGUST 7, 2019, 5:00 PM**
Evening Dinner and Social
Deans and students will gather for a mid-program dinner and update.

▶ **SEPTEMBER 12, 2019, 9:00 AM – 5:30 PM**
Communication Skills with Bo Boylan
Effective listening and speaking skills crucial in business and leadership appropriate to various venues. Also the development of networking skills.

▶ **OCTOBER 11, 2019, 9:00 AM – 3:00 PM**
Nonprofit Management Related to Finance and Small Business Financial Tools with Mike Gellman
Develop a better understanding of financial issues such as budgeting, asset management, financial statements and annual financial security audits.

▶ **OCTOBER TBD, 2019, 9:00 AM - 11:30 AM**
REALTOR® Trends Seminar
Triangle Economic and Employment Outlook.

▶ **NOVEMBER 14, 2019, 9:00 AM -5:30 PM**
Media Relations with Sharon Delaney McCloud
Develop skills to effectively deal with the media. Participate in mock press conferences and interviews. *Light hors d'oeuvres will be served after the final class.*

▶ **GRADUATION**
Held at the January 2020 Inaugural.

▶ **ADDITIONAL RESPONSIBILITIES**
Participants must also attend three functions, of their choice, during the year:

- Association Inaugural Banquet
- Triangle MLS, Inc. Technology Fair
- Triangle Community Coalition Lunch & Learn (held throughout the year)
- RPAC Event
- Candidate Interviews
- Actively participate on one RRAR committee
- Membership Meetings

Plus one of the following:

NCAR Convention, NAR REALTOR® Party Convention, NAR Convention or NCAR Inaugural meetings.

Dates are subject to change.

TRIANGLE REALTORS® LEADERSHIP ACADEMY

SPONSORED BY RALEIGH REGIONAL
ASSOCIATION OF REALTORS®

“Preparing select
REALTOR® members
for existing and
future Association,
community, civic,
religious, political and
personal leadership
opportunities.”

Classes will be held at the Raleigh Regional Association of REALTORS® unless otherwise noted in curriculum description. For a complete information packet, contact Cara Mottershead at (919)654.5400 or CaraM@RRAR.com.