

2020 TRIANGLE REALTORS® LEADERSHIP ACADEMY



111 Realtors Way
Cary, NC 27513
www.RRAR.com





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.”

CURRICULUM CALENDAR & DATES

▶ **JANUARY 8, 2020, 9:00 AM – 11:00 AM**
Introduction to the Board of Directors and Orientation

▶ **MARCH 4, 2020, 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 5 & 6, 2020**

MARCH 5, 8:30 AM - 5:00 PM

MARCH 6, 8:30 AM - 5:00 PM

Leadership Concepts with Jo Mangum

Concepts of leadership will be explored, including team building, coaching and accountability. An exploration of diversity and multi-culturalism.

▶ **April 3, 2020, 9:00 AM – 4:00 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.

▶ **APRIL 17, 2020, 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 Andrew Sims and Rachel Wiest

An overview of the Association as well as TMLS.

▶ **MAY 1, 2020, 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 3, 2020, 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.

▶ **AUGUST 5, 2020, 5:00 PM**

Evening Dinner and Social

Deans and students will gather for a mid-program dinner and update.

▶ **SEPTEMBER TBD, 2020, 9:00 AM - 11:30 AM**
REALTOR® Trends Seminar

▶ **SEPTEMBER 11, 2020, 9:00 AM – 5:30 PM**

Communication Skills with Peter Popovich

Effective listening and speaking skills crucial in business and leadership appropriate to various venues. Also the development of networking skills.

▶ **OCTOBER 2, 2020, 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.

▶ **NOVEMBER 4, 2020, 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 2021 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:

NCR Convention, NCR Vision Quest, NCR Inaugural meetings, NAR Convention, or NAR Legislative Meetings and Trade Expo.

Dates are subject to change.

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.