



APPLY TODAY!

RRAR.com/TRLA



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919-654-5400

Additional Responsibilities

Participants must also attend THREE functions, of their choice, during the year which may include:

- **Membership Seminars**
- **RPAC Events**
- **TCC Events**
- **Inaugural Banquet**
- **RRAR Board of Directors Meetings**
- **Or actively participate on an RRAR committee**

These programs can sometimes cost between \$30 - \$50

Plus ONE of the following events:

- **NAR Convention**
- **NCR Convention**
- **NCR Vision Quest**
- **NCR Winter Meetings**
- **NAR Legislative Meetings**

Conventions typically run between \$200 - \$600 plus travel



2027 Triangle REALTORS® Leadership Academy

If selected, you are responsible for tuition costs. \$700 RRAR members and \$1,000 for non-members

January - March

→ **Introduction to the Board of Directors and Orientation**
January 20, 2:00 PM - 4:00 PM

→ **Dinner for Entering Class**
February 17 - 5:00 PM

→ **Leading the Way to Success with Jo Mangum**
February 18, 9:00 AM - 5:00 PM
February 19, 9:00 AM - 4:00 PM

Leadership concepts will be explored including team building, coaching and accountability.

→ **Government Affairs**
March 18, 9:00 AM - 3:30 PM

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 Doorify MLS, Inc. with CEO of RRAR and DMLS**

Updates on the Association as well as DMLS

→ **Realtor Giving Network with Heather Thompson**

April - August

→ **NCR Legislative Day**
April 14, 8:00 AM - 2:30 PM

Held in downtown Raleigh, NC Realtor members get the opportunity to let NC Legislators know what is important to the industry. Our Realtor Rally features a powerful line up of Senators and Representatives who will provide insight into the current General Assembly session.

→ **Team Building Retreat**
May 15, 9:00 AM - 2:30 PM

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.

→ **Planning and Administration with Bob Harris**
June 17, 9:00 AM - 3:00 PM

Explore the functions of a Board of Directors, the importance of strategic planning, effective meeting management and appropriate utilization of communication methods.

→ **Evening Dinner and Social**
August 4, 5:00 PM

September- November

→ **Strengthening your Professional Communication with Michalle Bartlett**
September 16, 9:00 AM - 4:00 PM

Effective communication is a cornerstone of professional success. This course is designed to help participants develop the communication skills needed to build strong workplace relationships, collaborate effectively, and convey ideas with clarity and confidence.

→ **Planning for Profit with Brent Lancaster**
October 7, 9:00 AM - 2:30 PM

It's not about the money you make; it's about the money you keep. Too many agents have great success making sales, but at the end of the year they have nothing to show for it. This course will show you how to put profit first by creating a strategic and profitable business plan. You'll learn to begin thinking (and acting) like an entrepreneur.

→ **Media Relations with Valonda Calloway**
November 4, 9:00 AM - 5:30 PM

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 2028 Inaugural