



Triangle REALTORS® Leadership Academy 2026

Apply
TODAY



Get In Touch

For questions or a paper application,
contact **Cara Mottershead**

 (919) 654-5400

 CaraM@RRAR.com

SCAN TO LEARN
MORE!



www.rrar.com/raleigh-realtors/leadership-academy

Curriculum Calendar 2026

January 21, 10:45AM – 12:30PM

Introduction to the Board of Directors and Orientation

February 18, 5:00PM

Dinner for Entering Class

February 19 & 20

February 19, 9:00AM – 5:00PM

February 20, 9:00AM – 4:00PM

Leading the Way to Success with Jo Mangum.

Leadership Concepts will be explored, including team building, coaching & accountability.

March 19, 9:00AM – 3:00PM

Planning and Administration with Bob Harris

What are the functions of a Board of Directors, the importance of strategic planning, effective meeting management & appropriate utilization of communication methods.

April 16, 9:00AM – 3:30PM

Government Affairs

Raleigh Regional Association of REALTORS® and Doorify MLS, Inc.

with the CEO of RRAR and Doorify MLS

- Join together for a discussion about the political climate of our business, learn about political tools the Association offers & hear from a panel of locally elected officials about the challenges & successes crucial to keeping our area one of the finest places to live, work & play.
- RRAR and Doorify MLS, Inc. Hot Topics with CEOs; Updates on the Raleigh Regional Association of REALTORS® & Doorify MLS.

DEI-lightful Journey with Michele Xiong

REALTORS® Giving Network with Heather Thompson

May 14, 9:00AM – 2:30PM

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, 8:00AM – 2:30PM

NCR Legislative Day

Downtown Raleigh 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 6, 5:00PM

Evening Dinner and Social

September 17, 9:00AM – 4:00PM

Enhancing Your Professional Communication Acumen with Michalle Bartlett

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

October 15, 9:00AM – 2:30PM

Planning for Profit with Brent Lancaster

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.



November 12, 9:00AM – 5:30PM

Media Relations with Valonda Calloway

Develop skills to effectively deal with the media. Participate in mock press conferences and interviews. Light hors d'oeuvres will be served after the class

January 2027

Graduation

Held at the January 2027 Inaugural

Additional Responsibilities Participants must also attend THREE functions, of their choice, during the year:

- Membership Seminars
- RPAC Events
- TCC Political Pig Pick'n
- Inaugural Banquet
- RRAR Board of Directors Meeting
- TCC Lunch and Learn
- OR actively participate on one RRAR committee.

*These programs normally cost between \$30 - \$50

Plus ONE of the following events:

- NAR Convention
- NCR Convention
- NCR Vision Quest
- NCR Winter Meetings
- NAR Legislative Meetings and Trade Expo.

*The Conventions typically run between \$200- \$600+ and may not be local.

Additionally you are responsible for TRLA Tuition costs of \$700 (\$1000 for non-members) due at time of acceptance

DATES ARE SUBJECT TO CHANGE