

## 2017 CAR Leadership Academy



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Behind every successful REALTOR® is a sense of community. The more you know about your community and become involved the more successful you are likely to be. Recognizing this, in 2010 the Capital Area REALTORS® established a leadership development program known as the CAR Leadership Academy. The intent of this program is to train visionary leaders for our Association and our communities by equipping them with skill, knowledge and confidence to excel – ingredients that are also an integral part of our member's personal growth.

### ***Do you have the making of a great leader?***

Are you visionary? Do you enjoy a challenge? Are you willing to take on responsibility? Are you a problem solver? Do you enjoy a mental toughness? Do you have peer respect? If you possess these qualities we encourage you to become a candidate to participate in the 2017 CAR Leadership Academy.

### ***The CAR Leadership Academy . . .***

- Identifies the "Best of the Best" - individuals who are willing to give their time, talent and expertise to ensure the continued vitality and solidity of the CAR's future leadership;
- Builds leadership qualities in REALTORS® who want to be pro-active, bold and enlightened when asked to serve CAR or their community;
- Recognizes that real leaders are ordinary people with extraordinary determination.

### ***From leadership training, participants can gain . . .***

- The ability to identify their own strengths and management style and to understand how that style complements or detracts from relationships with those who employ different approaches.
- A deeper understanding of how the REALTOR® organization – national, state, and local – works, and how the various aspects complement one another.
- A network of new contacts with whom they can commiserate and brainstorm.

When participants leave the Academy, they take with them valuable skills they can apply in their business and personal lives. Those business-building leadership skills are an attractive incentive for many members to volunteer in their community and their association by taking on leadership roles. While graduation from the Academy will not guarantee anyone preference in future committee appointments, the CAR Leadership Academy helps participants improve their leadership skills to address the challenges that their businesses and associations face.

## **Hear What Some of our Past Graduates Had to Say!**

*“Being a newer agent this experience was extremely rewarding! The various modules of the CAR Leadership Academy gave me the skills to both grow my business and appreciate all that CAR has to offer.”*

~ **Dominic Campo, Campo Realty**

*“Personally and professionally a tremendously rewarding program! From the relationships formed and strengthened, the personal growth and development involved, and the insights into the inner workings of our Association, I couldn’t have had a better experience!”* ~ **Brad Dyer, Town & Country Bank Mortgage Services, Inc.**

*“The CAR Leadership Academy opened my eyes in ways I didn’t expect. From being a preparation for public speaking, to an inspiration for public service, the experience gave me ideas and encouragement to be not only the best I can be in business, but in life.”* ~ **Gail Wasmer, The Real Estate Group**

*“Being in the mortgage business for 18 years I thought I had a grasp on everything surrounding the real estate industry; wrong! The Leadership Academy enhanced my knowledge of this ever changing industry, enlightened me on government issues that I never considered, and helped me better understand the business from the other side. Also the new friends and bonds you make with fellow candidates. I cannot say enough about this program and its effectiveness.”* ~ **Greg Tally, Marine Bank**

## **Program Content & Events** (Topic areas are subject to change)

### **Special Kick-off Reception: Mingle with Work Group members, past Graduates & Directors**

(January 5, 2017 | 4:30p—6:30p at CAR)

### **Session I: 21st Century Leadership**

(January 18, 2017 | 9:00a—1:00p)

### **Session II: Public Relations & Effective Communications**

(February 2, 2017 | 9:00a—1:00p)

### **Session III: Advocacy & Protecting Your Business: The Statehouse**

(February 22, 2017 | 9:00a—1:00p)

### **Session IV: CAR and its Crucial Role**

(March 8, 2017 | 1:00p—4:00p)

### **Session V: Government in Action: City Hall\***

(March 14 or 21 (TBD), 2017 | 4:30p-8:00p EVENING SESSION\*)

### **Session VI: IAR Capital Conference**

(April 25, 2017 | 11:30a-7:00 p)

**Graduation:** Graduation will be held in conjunction with the Annual Awards Program to be held on March 23, 2017.

## Program Criteria and Process

Interested candidates must complete and submit an application. Eligible candidates include REALTOR® and Affiliate members of the Capital Area REALTORS® who are in good standing.

- only 10 REALTOR® and Affiliate member participants can be accepted into this year's program
- nominations will be considered by a review committee
- there is no fee to participate
- once accepted, students must commit to completing the entire slate of assignments

## 2017 Leadership Academy Work Group

*Feel free to contact any of these individuals if you have questions*

- Kristie DeBrun, Chair
- Susan Madison, Vice-chair
- Jerry Boster
- Mike Buscher
- Dominic Campo
- Diane Davenport
- Susan Denby
- Jim Fulgenzi
- Cris Lust
- Jake Mabus
- Neil Malone
- Mike Oldenettel



## Leadership Academy Graduates

### 2016

Ashley Coker  
Susan Denby  
Brad Dyer  
Jennifer Franklin  
Carla Green  
Dean Hawk  
Tim Robinson  
Rachel Pate  
Greg Tally  
Gail Wasmer

### 2015

Kaye Brittin  
Dominic Campo  
Timothy Kearney  
Lisa LaRue  
Jake Mabus  
Brittany Merold  
Trent Peterman  
Patrick Selinger  
Sonia Tankersley  
Janet Trader

### 2014

Lorri Conn  
Andrew Cornett  
John Fidler  
Jane Hay  
Lori Hammel  
Kassie Kern  
Furman  
Sarah Michelle  
Quattrin  
Tracy Shaw  
Paul Smay  
Jon Sturgeon

### 2013

Melissa Betty  
Ed Bowen  
Mitzi Brandenburg  
Anthony Buscher  
Sandy Hamilton  
Cris Lust  
Dana Lyons  
Angie Miller  
Marcia Perkins  
Kevin Jarvis  
Stephanie Verardi

### 2012

Doris Bailey  
Jennifer Benanti  
Shelley Berendt  
Misty Buscher  
Chris Cleeton  
Natalie Dodson  
Steve Dove  
Lisa Ernst  
Ki McCurley  
Deb Sarsany

### 2011

Lee-Ann Buergener  
Kristie DeBrun  
Kim Elliott  
Stepheni Ferguson  
Mike Finley  
Joy Gilliland  
Heather Gleason  
Amy Raftis  
Ayrin Ramey  
Jim Rychel  
Troy Roark

