



# LEADERSHIP ACADEMY

*"The greatest leader is not necessarily the one who does the greatest things. They are the one that gets the people to do the greatest things."*  
~ Ronald Reagan

## The Characteristics of a Good Leader:

**Self-Awareness:** You know your strengths and your weakness. You know when you're working in flow and you know when you're over worked. You know yourself, including your capabilities and your limitations, which allow you to push yourself to your maximum.

**Self-Direction:** You're able to direct yourself effectively and powerfully. You know how to get things done. How to organize tasks and how to avoid procrastination.

**Vision:** You're working towards a goal that's greater than yourself. Working towards a vision is far more inspiring than working toward personal gain.

**Ability to Motivate:** Leaders don't lead by telling people what they *have* to. Instead, leaders cause people to *want* to help them. A key part of this cultivating your own desire to help others. When others sense that you want to help them, they in turn want to help you.

**Social Awareness:** Understanding social network and key influencers in that social network is anther key part of leadership. Who in the organization has the most clout, both officially and unofficially? Who moves the hearts of the group?

The Leadership Academy is a training and development program designed to educate and inspire future leaders for the Fayette County Board of REALTORS®. Candidates who may best serve as a local leader are nominated by their broker and selected based on their track record of volunteer performance for their local association and/or civic organizations, their leadership potential and personal integrity. Fayette REALTORS® invites you to complete and submit this application for your chance to grow the leadership possibilities within you.

Application Deadline: April 12, 2021

## 2021 Leadership Academy Calendar of Events

1

Leadership Perspective

Location: Fayette REALTORS

4

Public Speaking & Media Interviewing Skills

Location: Fayette REALTORS

2

Team Building

Location: Fayette REALTORS

5

Leadership Essentials

Location: Fayette REALTORS

3

RPAC / Legislation / GAR /

Local Government / Community

Location: Fayette REALTORS

6

Meet your FCBP 2021 Leadership Team (panel)

Location: Fayette REALTORS

### Leadership Classes Include:

#### Orientation / Leadership

Learn about the history of the Fayette County Board of REALTORS and their current leadership the Learn how the Board works .

#### Meeting Management and Communication

Learn how the Board is governed and the basics of Parliamentary Procedure. Attend a Board of Directors meeting to see planning and boardroom protocol in action and how the strategic plan and meeting agendas guide our leaders. Sharpen your communication skills!

#### Legislative / RPAC

Sit in on a meeting of the Georgia Association of REALTORS State & Local Governmental Affairs Committee.

#### Team Building

Learn the components of a team. Building the right team and being your best.

#### Leadership Essentials

Learn more about the National Association and Georgia Association of REALTORS.

*Attendance of all classes is mandatory, as every class is unique. More than 1 absence is an automatic resignation from the program.*

**Application Deadline: Monday, April 12, 2021**

# 2021 Leadership Academy Application



Full Name: \_\_\_\_\_ Date: \_\_\_\_\_

Company: \_\_\_\_\_

Office Address: \_\_\_\_\_

Cell Phone: \_\_\_\_\_ E-mail Address: \_\_\_\_\_

How long have you been a licensee? \_\_\_\_\_ How long have you been a Board member? \_\_\_\_\_

Local Board Positions Held: \_\_\_\_\_

Why do you want to be considered for the Fayette Leadership Academy? \_\_\_\_\_

What qualities do you feel you bring to a leadership position? What is your background? \_\_\_\_\_

What specific skills/knowledge do you hope to gain from your participation in the Fayette Leadership Academy? \_\_\_\_\_

What do you feel are the three most significant challenges facing the real estate profession today? \_\_\_\_\_

What does being a REALTOR mean to you? \_\_\_\_\_

Broker's Signature: \_\_\_\_\_

Application fee of \$55 and covers registration material and book. Please submit check payable to Fayette County Board of Realtors (FCBR) or complete credit card information below. Payment will not be processed until applicant is accepted. All applications will be acknowledged via email.

Submit completed application and payment no later than April 12, 2021 to:

Fayette County Board of Realtors ~ 101 Devant Street, Suite 706, Fayetteville, GA 30214

Fax ~ 770.461.5608 Email: [ae@fayetterealtors.com](mailto:ae@fayetterealtors.com)

Card # \_\_\_\_\_ Exp. \_\_\_\_\_ Type: Visa, MC, AX

Name on Card: \_\_\_\_\_ Signature: \_\_\_\_\_