



## Program Schedule – 2017/2018

### **1 – Meet & Greet**

**Monday, Sept. 11; 8:30a-1:30p**

This initial session will provide Leadership Academy candidates the opportunity to meet and start to get to know each other. The program will consist of icebreaker exercises, personal profile evaluation, business etiquette, and a detailed explanation of each of the Academy session days. Lunch is included with Columbus REALTORS® officers and Academy advisory board. At the end of the day, attendees should have a clear understanding of the sessions included and the vision of the academy.

*Leadership focus: self-evaluation, networking and preparation*

### **2 – The Amazing Race - Columbus**

**Friday, Sept. 22; 8a-6p**

Structured similar to the TV show "The Amazing Race", this adventurous day will place candidates on teams to solve puzzles and clues in order to visit several interesting central Ohio destinations which are fundamental to Columbus. Each stop will incorporate a tour, explanation of the facility, and/or hands-on task and is guaranteed to be not only educational – but fun! Candidates will meet at Columbus REALTORS®, divide into teams and return at the end of the day for the annual Leadership Academy Alumni reception. At the end of the day, you will walk away with new resources for your leadership pursuit.

*Leadership focus: team building; problem solving*

### **3 - REALTOR® Family Tree**

**Monday, Oct. 23; 8:30a-5p**

The REALTOR® organization has three levels – local, state and national – and each of these offers separate and unique resources for members. Local and state staff members will address services and benefits of each. Candidates will then visit the Ohio Division of Real Estate, meet their staff, and find out how the Division works to assist real estate licensees and consumers in the purchase and sale of real property in Ohio. At the end of the day, you should have a good understanding of your two primary real estate organizations and how you can profit from their available resources.

*Leadership focus: better understanding of industry resources available*

### **4 – It's Not Personal, It's Business... Development**

**Monday, Nov. 20; 8:30a-5p**

Business Development Day will allow candidates to fully immerse themselves into the inner workings of what goes into running a business. This session is held at The Ohio State University and will involve guest presentations addressing the legal and accounting aspects of running a business. Additionally, content will include industry ethics and parliamentary procedure. During lunch in the Blackwell Board Room, candidates will engage in a round table forum with an industry veteran. At the end of the day, you should have a better understanding of how to structure your business effectively and ethically.

*Leadership focus: business ownership, accounting practices, ethics, running a meeting effectively*

## **5 – Crucial Conversations**

**Friday, Jan. 19; 8:30a-5p**

[Crucial Conversations](#) is a course that teaches skills for creating alignment and agreement by fostering open dialogue around high-stakes, emotional, or risky topics. By learning how to speak and be heard (and encouraging others to do the same), you'll begin to surface the best ideas, make the highest-quality decisions, and then act on your decisions with unity and commitment. At the end of the day, you will have learned how to effectively have the crucial conversations that are keeping you from getting the results you want.

*Leadership focus: getting the results you want*

## **6 – Speak Up!**

**Friday, Feb. 23; 8:30a-5p**

Communication and public speaking skills are essential for any leader today so this session is designed to transform the candidate's proficiency in these critical areas. Reputation Management Associates will present a full day program which focuses on proven tools and techniques vital for successful public speaking and media relations including taped speaking exercises by the candidates. The day will also address the components of an impactful 'elevator' speech, public speaking in general and how to get the most out of any communication. At the end of the day, you will be armed with knowledge and practical tips to get *your* message across.

*Leadership focus: getting your message across*

## **7 – See your Government in Action**

**Monday, March 12; 8:30a-5p**

This all-day session is designed to give candidates the opportunity to witness, first-hand, state and local governance and how to make an impact on legislation. We'll address current local, state and national legislative issues as well as CORPAC lobbying and influence on legislators and laws affecting real estate. Candidates will spend the day downtown at the Statehouse and either the Columbus City Hall or Franklin County Courthouse which houses agencies involved in property taxation, title searches and recordings, and the foreclosure to sheriff sale process. The day will also include visits with local representations and tour of the Capitol. At the end of the day, you will have a better understanding of the workings of our government and how you can effectively communicate with your representatives.

*Leadership focus: working with your government*

## **8 – You get what you give**

**Friday, April 6; 8:30a-5p**

This busy and eye opening session will introduce candidates to several of our valuable local opportunities for volunteerism in areas such as the arts, children/family health, local charities, and the business community. The day will include visits to several of these organizations and has been a favorite among previous Academy classes. At the end of the day, you will have several more resources and ideas on how you can be a servant leader.

*Leadership focus: servant leadership*

## **9 - Graduation**

**Friday, May 4; 8:30a-2:30p**

During this final session, candidates will offer oral and written presentations addressing their experience with the Academy and how they intend to put the knowledge and skills gained to use for the industry and/or community. Candidates will then elect their class representative. After a short program on transitioning to leadership, candidates will be joined by Columbus REALTORS® Officers and Academy advisory board members for a lunch and graduation ceremony. At the end of the day, you will be sorry it's over!

For more information, application and selection process,  
visit [\*\*www.ColumbusRealtors.com/LA\*\*](http://www.ColumbusRealtors.com/LA)

*Deadline for applications: Aug. 1, 2016*