



# *Leadership*MAR '19

Recognizing that leadership development is an essential element in the process of improving our Association and profession, the Mississippi REALTORS® administers its *Leadership*MAR Program. Through this program, MAR attempts to identify emerging REALTOR® leaders in the state, encourage them with substantive instruction and activities, and assist in sharpening their leadership skills in the hope they will exert a strong, positive influence on the future of the Association and profession.

The participants work together in a training course which combines individual study, group sessions, and actual project experience in using leadership skills. Training sessions include identification of leadership skills, team-building exercises, procedures for goal setting, personal profile analysis, network building, and improving communication skills.

## **OBJECTIVES**

Objectives of the *Leadership*MAR Program are:

- To identify Mississippi REALTORS® who have demonstrated leadership potential through job-related and community activities.
- To train participants by developing leadership skills.
- To motivate participants by:
  - Increasing awareness of real estate and association management issues and challenges.
  - Involvement in problem-solving activities on issues of current interest; and
  - Providing a network of leaders across the state who are actively involved in improving our Association and profession.

## **APPLICATION PROCEDURE**

Applications for the *Leadership*MAR Program are invited from MAR members interested in participating.

Applications are reviewed and participants are selected by an anonymous committee of MAR members. The number of participants selected is typically limited to 10-12 to encourage maximum personal participation. Efforts are made to balance participants according to business specialty, geography and level of experience.

Tuition for the program is \$1,100. This includes the training sessions, meals, overnight accommodations for the sessions and instructional materials. Additional costs to the participants will include transportation from home to the meeting or retreat site and minimal expenses which may be incurred during the project phase of the program.

## **SELECTION CRITERIA**

Participation in *Leadership*MAR is open to REALTORS® living in the state of Mississippi. **Since the number of appointments to *Leadership*MAR is limited, applicants who are not selected are encouraged to reapply in subsequent years.**

Participants will be chosen by the *Leadership*MAR Selection Committee based upon the information completed on this application. The Committee will be seeking representation from a cross-section of the profession. These leaders and potential leaders will be active in business, education, the arts, religion, government, community-based organizations, or real estate specialty areas.

**Attendance at retreats and quarterly sessions is mandatory. Those who fail to attend may be asked to withdraw, with no refund of tuition.**

# **CONFIDENTIAL APPLICATION FOR APPOINTMENT**

## INSTRUCTIONS

Please complete each section fully. Application must be signed by both applicant and employer/sponsor and returned no later than **Friday, November 30, 2018**. Please include a recent photograph.

### **I. PERSONAL DATA**

Name: \_\_\_\_\_

Home Address: \_\_\_\_\_

Business Address: \_\_\_\_\_

Cell Phone: (\_\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_ Email: \_\_\_\_\_

Social Media Info.: Facebook \_\_\_\_\_ Twitter \_\_\_\_\_ Instagram \_\_\_\_\_

Year licensed as a Salesperson: \_\_\_\_\_ Year licensed as a Broker (if applicable): \_\_\_\_\_

Real Estate Specialty (residential, commercial, appraisal, etc.): \_\_\_\_\_

Real Estate Designations Earned: \_\_\_\_\_ Length of MS Residence: \_\_\_\_\_

Hobbies: \_\_\_\_\_

### **II. WORK EXPERIENCE**

Present Firm Name: \_\_\_\_\_

A. Briefly describe your responsibilities in your job: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

B. What do you consider your most rewarding career achievement to-date? \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

C. Business/Professional Affiliations (Please include local Board of REALTORS® and/or MAR involvement. Do not include civic organizations, public office or political activities in this section):

**Name of Group**

**Position Held or Assignments**

**Period of Affiliation**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**III. COMMUNITY INVOLVEMENT**

A. Include community, civic, religious, political, government, social, athletic or other activities. Do not include business/professional activities. Indicate major role in the organization at this time:

Organization: \_\_\_\_\_

Assignment/Position: \_\_\_\_\_

Describe Responsibilities: \_\_\_\_\_

\_\_\_\_\_

Organization: \_\_\_\_\_

Assignment/Position: \_\_\_\_\_

Describe Responsibilities: \_\_\_\_\_

\_\_\_\_\_

Organization: \_\_\_\_\_

Assignment/Position: \_\_\_\_\_

Describe Responsibilities: \_\_\_\_\_

\_\_\_\_\_

B. What do you consider your most significant accomplishment in one of the above organizations? Why?

\_\_\_\_\_

\_\_\_\_\_

C. What kind of volunteer activities would you like to become involved with in the future? \_\_\_\_\_

\_\_\_\_\_

**IV. GENERAL INFORMATION**

*(One of the goals of LeadershipMAR is to build a network of Association leaders who can enhance their problem solving and other leadership abilities through shared perspectives and working together.)*

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

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\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

B. What was your previous career before you became a REALTOR®?

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C. What is the most interesting thing you're ever encountered/done?

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D. What specific skills/knowledge do you hope to gain from your participation in *LeadershipMAR*?

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**V. COMMITMENT**

(To graduate from *LeadershipMAR*, a participant is expected to attend all sessions.)

**NOTE: Dates listed below are subject to change.**

- RETREAT 1: March 6-8, 2019 at Plymouth Bluff Retreat Center in Columbus
- RETREAT 2: April 18-19, 2019 at Tara Wildlife north of Vicksburg
- RETREAT 3: June 12-14, 2019 in Jackson (in conjunction with MAR Summer Meetings)
- RETREAT 4: August 15-16, 2019 in Gulfport
- RETREAT 5: Sept. 30 – Oct. 1, 2019 in Biloxi (in conjunction with MAR Convention & EXPO)
- Attendance at your LMAR Graduation is not mandatory, but the event will be scheduled during MAR's Annual Convention on October 2, 2019 at the Beau Rivage Casino & Resort in Biloxi.

I understand the purposes of the *LeadershipMAR* program and, if I am selected, I will devote the time and resources necessary to complete the program. Even though emergencies arise, any participant missing more than the allotted attendance requirement, for whatever reason, may be asked to withdraw from the program and no portion of the tuition shall be refunded. I understand the above commitments and agree to be bound by them in signing this application.

Applicant Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Print Name: \_\_\_\_\_

**TUITION**

If accepted into the *LeadershipMAR* program, you or your broker/sponsor will be billed for the \$1,100 tuition fee which covers all program costs, including room and meals at the retreats. **(All participants are encouraged to pay a portion of the tuition themselves.)**

Will your broker/sponsor pay a portion of the \$1,100 tuition fee? Yes \_\_\_\_\_ No \_\_\_\_\_

Will your local Board of REALTORS® sponsor a portion of the \$1,100 tuition fee? Yes \_\_\_\_\_ No \_\_\_\_\_

Will you pay the entire \$1,100 tuition fee? Yes \_\_\_\_\_ No \_\_\_\_\_

**NOTE: MAR would prefer to receive the entire \$1,100 amount prior to the beginning of the first retreat in March. However, we will allow you to provide us with credit card information with three approximately equal payments to be charged to the card – one in January, one on February 1<sup>st</sup> and one on March 1<sup>st</sup>.**

**BROKER/SUPERVISOR COMMITMENT (if applicable)**

This application has the approval of this organization, and the applicant has our full support which includes the time required to participate in the program.

Firm Name \_\_\_\_\_

Signature \_\_\_\_\_ Title \_\_\_\_\_

Print Name \_\_\_\_\_ Phone Number \_\_\_\_\_

APPLICATION SHOULD BE MAILED TO:

*Leadership*MAR  
Post Office Box 321000  
Jackson, MS 39232-1000

OR EMAILED TO:

[bhansen@msrealtors.org](mailto:bhansen@msrealtors.org)

**DEADLINE FOR APPLICATIONS IS Friday, November 30, 2018.**