



## Application Package

### ***Developing Leaders for a Successful Future***

This program is designed to train emerging REALTOR® leaders who want to get involved, make a difference, grow their businesses and expand their leadership skills. Whether your aspirations are directed toward leading a PAR committee or a community organization, the PAR LEAD Program will empower you to maximize your leadership potential. As a participant, you learn how the REALTOR® Association works on a local, state, and national level, participate in a team-building project, and gain exposure to community endeavors. Graduates of the PAR LEAD Program will be equipped with the knowledge, skills and confidence to excel as a leader in the community as well as in the REALTOR® organizations.

#### ***Selection Criteria***

- Minimum of two (2) years as an active REALTOR®
- No ethics violations within previous 24 months
- Record of past attendance/participation at PAR events, luncheons, or committees
- Ability to commit to program requirements and group project
- Registration Fee of \$200.00
- Pledge to RPAC 99 Club participation

#### ***Graduation Requirements: (See Back for More Detailed Schedule)***

- Attend all LEAD events, meetings & training (see backlist)
- Attend at least 4 PAR Luncheons
- Attend at least 1 BOD meeting
- Participation in at least 1 committee with no more than 2 excused absences
- Attend Great American REALTOR® Days
- Attend Florida REALTORS® Convention – Min. 2 days with required meetings
- Participation in group project

The PAR LEAD Program participation is limited to (10) Candidates. **Please complete and return this application before 5:00pm November 9, 2018 to PAR CEO Chuck Michaels, either by hand, mail or email (chuckm@pensacolarealtors.org).** If your application is chosen, you will be notified by November 15, 2018 and your registration fee will be due by November 30, 2018. LEAD Program fees are non-refundable.

Thank you for your interest in the LEAD Program!

***Deborah Mays***  
***2019 LEAD Chairperson***  
***debbie.mays.pns@gmail.com***

## LEAD Proposed Sessions for the Year:

Month	Description
January 17 <sup>th</sup> 3:30-5:00	Meet and Greet with Past Leaders Panel... Toast and appetizers
February 6 <sup>th</sup> 3:30-5:00	How PAR operates with CEO Chuck Michaels (combo of association organization topics and intro to core standards, committees and offices) Plus Initial Project Meeting
March 19 <sup>th</sup>	GARD (18 <sup>th</sup> -20 <sup>th</sup> ) – Day trip for Legislative visits
April 11 <sup>th</sup> 8:30-10:30	Governmental Affairs Meeting & RPAC Speaker TBD
May 9 <sup>th</sup> 8:00am	Governmental Breakfast
June	Open for participants to meet regarding their project
July 24 <sup>th</sup> 10:00am	Prep for FL Convention – Networking, hints, assignments, schedules (after BOD and RPAC meetings)
August 23 <sup>rd</sup> – 24 <sup>th</sup>	Florida REALTORS® Convention (Aug 21-25 <sup>th</sup> ) – Governance required (Aug. 23 <sup>rd</sup> & 24 <sup>th</sup> ) but full conference is optional
August 28 <sup>th</sup> 8:30am	BOD Meeting Aug 28 <sup>th</sup> – Attendees report to the BOD Followed by debriefing to committee
Sept. 26 <sup>th</sup> 9:00am	FL REALTORS® Visitor (Speaker for luncheon as well)
October- TBD	Project presentation followed by speaker regarding local issues
November	Recognition at November Luncheon

## Estimated Cost to Member for Participation

Description	Mandatory	*Optional
LEAD Program Registration Fee	\$200.00	
RPAC Pledge	99.00	
GARD – PAR will cover \$50 registration and standard travel	.00	
FL Convention – Governance sessions required – 2 days		
Registration - PAR will cover if not eligible under 1 <sup>st</sup> time attendee promotion	.00	
Lodging – PAR covers 2 nights or up to \$400 extra nights or balance responsibility of participant	.00	\$400.00
Travel – PAR cover driving \$500 per auto with minimum 2 LEAD members or \$250 coverage per person		TBD
Meals & Misc – PAR will cover up to \$300		200.00
<b>TOTAL</b>	<b>\$299.00</b>	

\*Optional costs are estimates based on member electing to attend the full conference and will vary by person. Additional travels costs will be incurred if you decide to fly or drive alone.



Please read the application carefully and answer all questions thoroughly. Attach extra paper if additional space is needed in answering any questions. Due by 5 p.m. November 9th

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

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

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

Broker: \_\_\_\_\_ PAR ID: \_\_\_\_\_

Email: \_\_\_\_\_

Office: \_\_\_\_\_ Cell: \_\_\_\_\_

License Number: \_\_\_\_\_ Year Licensed: \_\_\_\_\_

Woman's Shirt Size \_\_\_\_\_ Men's Shirt Size \_\_\_\_\_

I, \_\_\_\_\_, understand the importance and priority of the Pensacola Association of Realtors® LEAD Program and if chosen as a candidate, I agree to complete and participate in all required activities. I understand that if I have any unexcused absences I will be dropped from the LEAD Program, will not graduate, and the registration fee is nonrefundable. If I am not able to fulfill any portion of my commitment, I will immediately notify in writing, the LEAD Chairperson, the CEO, and the President of the Pensacola Association of Realtors®. I understand as a participant, I represent PAR and will conduct myself in a professional manner at all times in person and online.

I acknowledge with my signature below that I agree and commit to complete all participation requirements as detailed in this LEAD application in order to graduate.

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

*BROKER HEREBY RECOMMENDS APPLICANT FOR THE PENSACOLA ASSOCIATION OF REALTORS® 2019 LEAD PROGRAM AND ACKNOWLEDGES THAT ATTENDANCE IS REQUIRED FOR ALL ACTIVITIES/EVENTS FOR THE DURATION OF THE COURSE.*

Broker Signature: \_\_\_\_\_ Date: \_\_\_\_\_



# 2019 PAR LEAD APPLICATION

Applicant Name: \_\_\_\_\_ Date: \_\_\_\_\_

How long have you been an active Realtor® and what is your area of expertise? (e.g., residential, commercial, property management, etc.)

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Educational Background. (include designations and/or special awards):

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Past work experience outside of the real estate industry, skills and knowledge that you believe will help you complete the program.

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What, in your view, makes a good leader?

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**Committees:**

Committees are the guiding force at our Association. Committees plan, organize and implement the programs that keep our Association at its best. When you serve on a committee, you help guide the operation of your Association.

*Indicate below which committee(s) you have served on and which committee(s) you would like to participate with in 2019.*

<b>Open Committees</b>	<b>Years Served</b>	<b>2019 Interest?</b>
MLS Committee		
Community Relations		
Governmental Affairs		
Mediation Committee		
Military Housing Committee		
Professional Development		
REALTOR® Commercial Alliance		
REALTOR® Political Action Committee		
YPN Committee		
<b>Appointed Committees</b>		
Budget and Finance		
Grievance Committee		
Professional Standards		