

**EXPERIENTIAL,
ADVANCED,
EDUCATION.**

September 2023-May 2024

REALTOR LEADERSHIP ACADEMY



This program has been designed by experienced local realtors for local realtors. This curriculum is tailored to help you grow your client base and navigate roadblocks on the path to closing.

What you'll get:

1. Hands-on, experiential education from local experts in the fields of:

- Appraisals
- Home Inspection
- Title Search
- Leadership
- Business Development
- Marketing
- Lending
- Architecture
- Zoning

Learn not just the “how” but also the “why” and be better prepared to explain real-world issues to clients, and represent their interests.

2. Networking opportunities with fellow realtors and professionals, creating lasting bonds.

Each class offers a shared social experience, such as a glass-blowing demonstration, wine tasting, or similar activity. The class size is limited to 12 realtors to foster relationships that last well beyond graduation.

3. Leadership and community building.

- **Build your knowledge base and leadership skills:** Understanding the complexities of the barriers that keep transactions from closing will allow you to lead the home buying/selling process, and the business development knowledge gained will help you better lead your realty business to success.
- **Build community within the industry:** The 2024 Academy Class will consist of realtors from varied brokerages and differing experience levels, and establish relationships that benefit our profession as a whole.
- **Build good will in the local community:** The class will spend a portion of each session custom-designing a class community service project to benefit a local charity, and foster the community-minded nature in our future realtor-leaders.





What you'll give:

- **Time** – we ask that you commit to one day-long session each month for nine months to get the full benefit of the experience. Sessions are scheduled for the following dates:
 - **September 8, 2023**
 - **October 13, 2023**
 - **November 10, 2023**
 - **December 8, 2023**
 - **January 12, 2024**
 - **February 9, 2024**
 - **March 8, 2024**
 - **April 12, 2024**
 - **May 10, 2024**
- **Energy**—we ask that you commit to participating with a spirit of cooperation and teamwork in all aspects of the program.



AN INVESTMENT IN GROWING YOUR BUSINESS

Lancaster Board of REALTORS®
Realtor Leadership Academy
CLASS OF 2024 APPLICATION

Criteria for Admission:

The 12 applicants who will form the Class of 2024 will be chosen based upon the following criteria:

- Realtor member in good standing of the Lancaster Board of REALTORS®
- Interest in being a leader within the community.
- Desire to give back to the community.
- Commitment to attend all nine sessions.
- Contribution to the diversity (brokerage, experience, background, etc.) of the Class.

Cost: Each chosen applicant must pay the non-refundable \$350 enrollment fee by August 1, 2023, or will be removed from the class roster.

About you:

Name: _____

Address: _____

Preferred Phone #: _____ Email Address: _____

How long have you been a Realtor? _____

What is the name of your Broker? _____

What non-Realtor work experience do you have? _____

The curriculum includes a class-designed and executed community service project. Would you be willing to participate in the project? _____

What do you seek to gain from the Academy?

What do you seek to contribute to the Academy?

Describe your current community involvement.

How would you like to serve your community in the future?

I agree that I will attend each of the nine class sessions, in its entirety, to be held on the following: September 8, 2023, October 13, 2023, November 10, 2023, December 8, 2023, January 12, 2024, February 9, 2024, March 8, 2024, April 12, 2024, and May 10, 2024.

I agree to being photographed during the class sessions/activities, and that images of me may be used in marketing of the Realtor Leadership Academy, or the Lancaster Board of REALTORS® at a later date, and in any medium, to include, but not limited to, web or print advertisements and social media.

I agree that I, and my heirs and assignees, will hold harmless the Lancaster Board of REALTORS® its Realtor Leadership Academy Steering Committee, or individuals thereof, and any successor entity to the Lancaster Board of REALTORS® from any liability for death or injury, of any nature, occurring during, or on the way to or from, the activities of the Realtor Leadership Academy.

Signature

Date

*Please return application to the LBR office by **May 31, 2023.***

Fast Facts

- Real Estate Classes • Leadership Sessions • Social/Networking Events • Whole-day Sessions • Continuing Education Credit Hours Approved
- \$0.00 Cost to the Lancaster Board of Realtors Budget • Financial Sponsors • 43 Graduates (2017-2020) • Community Service Project • On-Site Practical Experience Classes (Survey, Appraisal, and Title Search)

Curriculum- Focus on experiential learning and small-group sessions with experts.

Appraisal On-Site • Advanced Appraisal Issues • Lending for Realtors • Special Lending Programs • Agricultural Lending and Appraisal • Tax Rules Realtors Should Know • Crucial Conversations (Leadership) • Question Behind the Question (Leadership) • Title Search Practical Experience • Common Title Issues & Title Insurance • Marketing Strategies for Realtors • Strength Finders (Leadership) • Local Opportunities for Service (Leadership) • DISC Assessment (Leadership) • Ethics-Discussion with the Division of R.E. • Ethics- Our Local Professional Standards Committee • Advanced Contracts • Six Secrets to Profitable Business (Leadership) • Well & Septic • Bedbugs • Ohio Realtors (Ohio Association of Realtors) Sessions: Research, Legal, Publications, Leadership, Lobbying, Professional Development • Non-Profit Board Service (Leadership) • LBR Leadership Opportunities (Leadership) • Zoning & Lot Splits • Board of Zoning Appeals • Property Code Enforcement • Lancaster Parks and Recreation • Architectural Styles • Historic Commission and Regulations • Surveying- Types, Red Stamp, Costs, etc. • Economic Development • Public Speaking Practical Exercise • Surveying- Practical Exercise • Radon • Real Estate Settlement Practices Act (RESPA)

Social Events- Bonding opportunities for students from multiple brokerages.

Pre-Session Mixer with Alumni and Cadre • Downtown Museum Amazing Race Ice breaker • Tour of Food Pantry • Winery Tour and Wine Tasting • Glass Blowing Demonstration & Museum Tour • Coffee at Square Seven & Tour • Beer Tasting • Ohio Division of Real Estate Tour • Maple Tapping Demonstration • Private City Hall Tour • Brewery Tour • Bonding opportunities for students from multiple brokerages.



REALTOR
Leadership Academy

Lancaster Board of REALTORS®

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