



## Northwest Mississippi Association of REALTORS®

2795 Hwy 51 North • P.O. Box 7 • Nesbit, MS 38651

Telephone: 662.449.3553 • Fax: 662-449-3599  
Website: [www.nwmar.com](http://www.nwmar.com) • E-mail: [info@nwmar.com](mailto:info@nwmar.com).

*"The Voice for Real Estate in Northwest Mississippi"*

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## *Leadership*

### *North Mississippi*

Leadership North Mississippi is a program directed by the Northwest MS Association of REALTORS® for members who demonstrate leadership potential and have an interest in future service within the Association. The program will provide participants an opportunity to learn about the local, state and national REALTOR® associations and training to enhance their professional and leadership skills.

**THE PROGRAM:** Leadership North Mississippi is an eleven-month program beginning in January with a two-day retreat on a Wednesday and Thursday. All participants are required to attend both days, which will include a R.O.P.E.S. course at Parkwood in Olive Branch and numerous other team-building exercises over the course of the two-day period. In February, the class will travel together to Jackson, MS for REALTOR® day at the capital – the commute time will be used to discuss the REALTOR® Political Action Committee (RPAC) –it's importance to REALTORS® and working issues. The class will meet once monthly, March thru October, following the initial retreat. Some of the topics covered will be Community Leadership, Professionalism & REALTOR® Ethics, Benefits and Details of the local-state-and national associations, Creating Diversity & Overcoming obstacles to Leadership, Spokesperson Training & Goal Setting, Roberts Rules of Order Primer, Creating visibility for NWMAR & Increasing credibility for REALTORS® (public image), and a Brainstorming session with industry leaders. A graduation program will be held in November to celebrate the completion of the program. In addition to attending regular meetings, participants are required to work on a community service project that will create visibility for NWMAR.

**PARTICIPANTS:** Participants for Leadership North MS may be recommended by any REALTOR® of NWMAR, REALTOR®-Associate of NWMAR or affiliate member of NWMAR or a participant can self-nominate. The class is limited to sixteen (16) participants and they will be selected from their completed, detailed application. The Leadership North MS Trustee Board will review each application and the participants will be chosen on the basis of experience, community involvement, their record of participation in NWMAR activities and/or meetings, and their desire-enthusiasm-& motivation to be involved in the Leadership of our Association.

**EXPECTATIONS:** Participants are required to attend all sessions in their entirety. If not avoidable, a participant may receive one excused absence but it must not be the opening session, REALTOR® day at the capital or Graduation. Participants are also expected to share responsibilities in the planning and implementation of the group project. One of the most important goals of Leadership North MS is to create an on-going alumni group of strong leaders who are volunteer-minded with a sense of the needs of our Association members and the knowledge, skills and willingness that is necessary to address those needs.

**TUITION:** Tuition for Leadership North MS is \$300 per applicant. This fee will be used to offset the Association's expenses such as meeting fees, instructor fees, meals, training materials and other items necessary to successfully administer the program. Each participant is responsible for at least one-half (1/2) of the tuition.



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# Leadership

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Application: Please print or type

Application deadline: Thursday, November 1, 2007

Participants Selected will be announced @ the NWMA Installation Banquet on Thursday, November 29, 2007

A Class Schedule will be provided upon your acceptance...

We recommend & request that you attend the MS Annual Convention in December of each year...

Bring your application to NWMA, 2795 Highway 51 North, Nesbit, MS 38651

Or mail to NWMA, Post Office Box 7, Nesbit, MS 38651

Or email to [joyce@nwmar.com](mailto:joyce@nwmar.com)

Or email to [lblankenship@crye-leike.com](mailto:lblankenship@crye-leike.com)

## I. PERSONAL DATA

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

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

Age: \_\_\_\_\_ Male: \_\_\_\_\_ Female: \_\_\_\_\_ # of Years in Mississippi: \_\_\_\_\_

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

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

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

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Preferred Mailing Address:             Home             Business

Office Phone #: \_\_\_\_\_ Office Fax #: \_\_\_\_\_

Cell Phone #: \_\_\_\_\_ Email: \_\_\_\_\_

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

Number of Children: \_\_\_\_\_ Names & Ages: \_\_\_\_\_

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

## II. EDUCATION

(Begin with most recent education, i.e. advanced degrees, college, etc., to high school)

<u>Name &amp; Location of School</u>	<u>Dates Attended</u>	<u>Degree</u>	<u>Major</u>
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

**III. REAL ESTATE EXPERIENCE**

How many years have you been licensed? \_\_\_\_\_ How many years @ present firm? \_\_\_\_\_

If less than 5 years, list other firms: \_\_\_\_\_

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In what area of real estate are you most experienced? \_\_\_\_\_

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Describe your primary occupation and duties: \_\_\_\_\_

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**IV. Past Work Experience:**

Describe in detail, your work experience prior to real estate \_\_\_\_\_

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**V. Past & Present NWMAR/MAR/NAR Involvement:** \_\_\_\_\_

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**Please include the following with your application:**

- A letter of recommendation from your Broker; letter may be addressed to the attention of the Leadership North MS Trustee Board at NWMAR's address
- A 5x7 B&W or Color Photograph with your full name printed on the back corner
- A 150 biography in narrative form. Should you be selected as a participant, this bio will be used in the directory, on the website and in other forms of media as deemed appropriate to promote your participation in this program.

**Tuition:**

The tuition fee for Leadership North MS is \$300.

Will you be paying the tuition fee of \$300? [ ] Yes [ ] No

Will your broker/firm be paying \$150 on your behalf? [ ] Yes [ ] No

**Commitment:**

To graduate from Leadership North MS, participants are expected to attend ALL sessions.

**Initial Session:** This is a two (2) day session on January 16 & 17, 2008 (Wednesday & Thursday); with a Required overnight stay in the Desoto County Area.

**One FULL Day Each Month-** February thru October, 2008; February will require day trip to Jackson, MS. Graduation in November 2008; attendance mandatory.

Participants are required to attend the opening session, REALTOR® day at the Capital, and the graduation ceremony. If unavoidable, participants are allowed only one (1) excused absence from the monthly sessions.

I understand the purposes of Leadership North Mississippi, and if I am selected, I will devote the time and resources necessary to complete the program. Absences will be dealt with in accordance with the Policy of Attendance. I understand that I may not miss the opening session, REALTOR® day at the Capital, graduation or more than one monthly meeting. I understand that the program fee is non-refundable and that my space may be forfeited if my tuition is not received by the deadline.

I certify that all statements made in this application are true, complete, and correct to the best of my knowledge and are made in good faith. I know and understand that all items may be verified. If selected, I have my broker's/firm's support for my participation.

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

Date

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

Date

# Leadership

North Mississippi

## Program Schedule

January 16 & 17, 2008	2 day, overnight session (8:30 to 5:30) Evening Activities 7pm-10pm R.O.P.E.S. course @ Parkwood in Olive Branch, MS Team Building Exercises/Getting to Know Each Other Working together effectively & efficiently Leadership Styles/Personality Assessment
February ____, 2008	REALTOR® Day at the Capital, Jackson, MS 6am-5:30pm; commute time will be used to become familiar with the REALTOR® Political Action Committee and its importance and working issues
March ____, 2008	NWMAR Quarterly Membership Meeting 11:30 am - 4:30pm Afternoon Session following meeting Community Leadership & Leading thru Service
April ____, 2008	NWMAR Conference Room, 8:30 to 5:30 Professionalism & REALTOR® Ethics
May ____, 2008	NWMAR Conference Room, 8:30 to 5:30 Benefits and Details of Local, State & National REALTOR® Associations
June ____, 2008	NWMAR Quarterly Membership Meeting 11:30-4:30; Afternoon Session following meeting Creating Diversity & Overcoming Obstacles to Leadership
July ____, 2008	NWMAR Conference Room, 8:30 to 4:30 Spokesperson Training & Goal Setting Roberts Rules of Order Primer
August ____, 2008	NWMAR Conference Room, 8:30 TO 4:30 Creating Visibility for NWMAR & Increasing credibility forREALTORS ® (public image)
September ____, 2008	NWMAR Quarterly Membership Meeting 11:30am to 4:30pm Brainstorming Session with Industry Leaders Review local, state, & national positions available And what those positions require
October ____, 2008	Community Service Project DAY, 8:30 to 5:30
November ____, 2008	GRADUATION, NWMAR Building, 6:30 pm