



## 2024 Application Package

### *Developing Leaders for a Successful Future*

This program is designed for emerging REALTOR® leaders who want to get involved, make a difference, 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 will learn how the REALTOR® Association works on a local, state, and national level, participate in a team-building project, and hone your leadership skills. Graduates of the PAR LEAD Program will be equipped with the knowledge and confidence to pursue a leadership role in the REALTOR® organization.

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

- Must have been a REALTOR® member of PAR for a minimum of 24 months immediately preceding the date of application.
- No ethics violations within the 24 months immediately preceding the date of application.
- 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 become a 99 Club RPAC investor in 2023.

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

- Attend all LEAD events, meetings & training (see backlist).
- Attend at least 2 PAR Luncheons.
- Attend at least 1 BOD meeting.
- Select and serve on at least 1 committee with no more than 2 excused absences.
- Attend Great American REALTOR® Days.
- Attend Florida REALTORS® Convention – Minimum of 3 days with required meetings
- Participate in and complete a group project.
- Read the LEAD program book choice & participate in discussions.

The PAR LEAD Program participation is limited to a maximum of (10) candidates. **Please complete and return this application by 5 p.m. on Thursday, November 9, 2023, to PAR CEO Chuck Michaels.** If your application is chosen, you will be notified by Monday, November 27, 2023. If accepted, your registration fee will be due by Friday, December 1, 2023. LEAD Program fees are non-refundable.

Thank you for your interest in the LEAD Program!

## LEAD Proposed Sessions for the Year

Date	Time	Description
January 5	3 p.m.	Initial Meeting and Social Hour
January 10	8 a.m.	GARD Day trip to Tallahassee for meetings with legislators. LEAD has lunch together. Visit Florida Realtors® office.
February 7	8:30 a.m.	LEAD class members to present GARD reports at Governmental Affairs meeting.
February 8	8 a.m.	Attend 2023 Leadership Orientation. Decide on LEAD program book.
February 15	3 p.m.	LEAD class members interview PAR staff members.
March 1	-	Finalize class project decision.
March 25??	4 p.m.	“The Legalities of Leadership” with Juana Watkins
April TBD	8 a.m.	Government Appreciation Breakfast
May 23	4 p.m.	After-Hours Social
June 12	3 p.m.	Leadership Roundtable with CEO Chuck Michaels
July 18	4 p.m.	After-Hours Social
August 20-25	-	2023 FR Convention & Trade Expo
September 25	8:30 a.m.	LEAD class members to present FR Convention reports to PAR Board of Directors.
October 24	3 p.m.	Class Project Presentation to LEAD faculty at PAR.
October 24	4 p.m.	After-Hours Social
November 14	11 a.m.	LEAD Graduation at PAR Membership Luncheon.

## Estimated Cost to Member for Participation\*

Description	Costs
LEAD Program Registration Fee	\$200.00
RPAC Pledge	\$99.00
GARD – PAR will cover \$50 registration and standard travel.	.00
FR Convention – Governance sessions required.	-
Registration – PAR covers, if not eligible under possible First Time Attendee promotion.	.00
Lodging – PAR covers all required nights. Any extra nights are the responsibility of participant.	.00
Travel – If driving, PAR covers mileage at the prevailing IRS rate to the owner of the vehicle only. Rental cars are not permitted. If flying, PAR covers up to \$500. All travel reimbursement decisions are made in correspondence with the Association Travel Policy.	.00
Food Purchases – PAR will cover up to \$150/day.	.00
<b>TOTAL</b>	<b>\$299.00</b>

\*PAR’s investment in each L.E.A.D. participant is approximately \$2,160.

PAR views this as a worthwhile investment in the future of our Association, with the expectation that the skills, knowledge, and experiences gained by participants will contribute positively to the Association's future.



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. on November 9.**

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

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

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

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

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

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

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

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 always conduct myself in a professional manner in person and online. **Currently all events are planned to be in-person, masks optional. If that exceeds your comfort level, please do not apply.**

I acknowledge with my signature below that all information I have provided in this application is true and accurate, and I agree and commit to complete all participation requirements as detailed in this LEAD application to graduate.

**Note: If you are aware of a conflict with any of the event dates listed above that would preclude your attendance, please wait to submit your application in a year you can fulfill all of the class requirements.**

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

**BROKER HEREBY RECOMMENDS APPLICANT FOR THE PENSACOLA ASSOCIATION OF REALTORS® 2023 LEAD PROGRAM AND ACKNOWLEDGES THAT ATTENDANCE IS REQUIRED FOR ALL ACTIVITIES/EVENTS FOR THE DURATION OF THE COURSE.**

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



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 awards):

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Skills, knowledge and/or experience you have that you believe will help you complete the program.

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What, if any, involvement have you had with PAR thus far (e.g., attendance at PAR events, service on a PAR committee or project, etc.)?

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Briefly describe your career goals.

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How do you personally hope to benefit from the LEAD 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 determine the future of your Association.

*Indicate below which committee(s) you have served on and which committee(s) you choose to engage with in 2024 (service on at least one committee is a program requirement).*

<b>Open Committees</b>	<b>Years Served</b>	<b>2024 Selection</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		NA
Grievance Committee		NA
Professional Standards		NA