



Tri-County Suburban REALTORS®

# 2023 Leadership Development Program

## Confidential REALTOR® Application

Through the 2023 Leadership Development Program, Tri-County Suburban REALTORS® will identify emerging leaders, motivate them and sharpen their leadership skills. In return, it is our hope that program participants will exert a strong, positive influence on the future of the Association, profession and community.

### APPLICANTS MUST MEET THE FOLLOWING CRITERIA:

- Participation in the Leadership Development Program is open to all primary and secondary Tri-County Suburban REALTORS® in good standing without outstanding ethics complaints at either the state or local level. Ten (10) to fourteen (14) total REALTOR® and Affiliate participants will be chosen by Association leadership.
- All Leadership Development Program applicants must commit to actively participate in the program and have support of their company/broker.
- The applicant must show potential for leadership demonstrated through involvement in community and professional groups, organizations and Associations.

### APPLICATION PROCEDURE:

- Signed application which includes commitment to attend all in-person Leadership Development Program workshops
- 1-2 letters of recommendation
- Broker signature

### INSTRUCTIONS:

Please complete each section carefully and attach letters of recommendation to Kristin Tornetta at [ktornetta@tcsr.realtor](mailto:ktornetta@tcsr.realtor). The application must be signed by the applicant and broker and returned no later than **April 30<sup>th</sup>, 2023** to the Association Office, Attention: Kristin Tornetta.





## PERSONAL DATA:

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

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

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

Preferred Phone: \_\_\_\_\_

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

Year Licensed: \_\_\_\_\_ Years in REALTOR® Association: \_\_\_\_\_

Industry Specialty (check all that apply):

- |  |                                  |  |                                      |
|--|----------------------------------|--|--------------------------------------|
| <input type="checkbox"/> Appraisal                   | <input type="checkbox"/> Auction | <input type="checkbox"/> Commercial    | <input type="checkbox"/> Counseling  |
| <input type="checkbox"/> International<br>Relocation | <input type="checkbox"/> Land    | <input type="checkbox"/> Property Mgmt | <input type="checkbox"/> Residential |

☐ Other: \_\_\_\_\_

Degree(s): \_\_\_\_\_

List any real estate designations or certifications earned:

\_\_\_\_\_

## WORK EXPERIENCE:

Current Office Name: \_\_\_\_\_

Position: \_\_\_\_\_

Since: \_\_\_\_\_





Briefly describe your job responsibilities:

---

---

What do you consider your highest career achievement to date?

---

---

---

---

---

---

---

Leadership positions held, special honors and awards received:

---

---

---

---

---

---

---





What do you feel are the most pressing issues facing the real estate industry today?

---

---

---

---

Have you ever had disciplinary actions taken by the PA Real Estate Commission or a local Association of REALTORS®, been under investigation or had your license suspended or revoked? If so, please explain:

---

---

---

### COMMUNITY INVOLVEMENT:

Please describe your community involvement, including the organizations you have served, in what capacity and what you consider your most important accomplishments in these organizations. **Please include any REALTOR® Association involvement.**

---

---

---

---

---





---

---

---

---

---

**SUPPLEMENTARY:**

Have you previously applied for the Leadership Development Program? \_\_\_\_\_

To what leadership area do you aspire?

---

---

---

---

---

What specific skills and knowledge do you hope to gain from your participation in the Leadership Development Program?

---

---

---





Why do you want to be considered for the Leadership Development Program?

---

---

---

---

---

---

---

---

---

---

### GRADUATION:

To graduate from the Leadership Development Program, participants will join fellow members in a powerful series of in-person programs at the Association office in Malvern. Program participants will develop leadership skills applicable to all levels of the individual's life – personal and professional. Dates and times are subject to change:

1. The Five Dysfunctions of Working With Others – **June 14th; 10:00am-4:00pm**
2. Emotional Intelligence and Leadership Effectiveness – **June 21st; 10:00am-4:00pm**
3. A Seat at the Table: The Importance of Diversity/Inclusion – **June 28th; 10:00am-4:00pm**
4. Effective Negotiating Skills in Today's Ever-Changing Real Estate Landscape – **July 12th; 10:00am-4:00pm**
5. No-Panic Presentation Skills: How to Speak Confidently and Compellingly Anytime, Anywhere – **July 19th; 10:00am-4:00pm**





Before graduation, participants will offer a (5) five-minute presentation to leadership on **August 2nd** addressing their experience with the Leadership Development Program and how they intend to put the knowledge and skills gained to use for the industry and community. Program participants will be recognized at the 2023 Annual Membership Meeting in the fall and will be presented with an award and \$399 certificate to further their real estate education at the Association of REALTORS® School.

### **COMMITMENT:**

To graduate from the 2023 Leadership Development Program, a participant is required to attend all in-person sessions. It will be the responsibility of the participant to communicate, in writing, an anticipated full or partial day absence to the staff liaison of the Leadership Development Program ahead of time. No more than one full-day can be missed. If this expectation is not met, the applicant, after review, may be dismissed from the program with no refund in tuition.

**Applicant Commitment:** If accepted into the Tri-County Suburban REALTORS® Leadership Development Program, I will be responsible for the **tuition fee of \$399** due by **May 24th, 2023** which covers all program costs. I understand the purposes of the 2023 Leadership Development Program and will devote the time and resources necessary to complete the in-person curriculum and graduation requirements.

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

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

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

**PLEASE SUBMIT APPLICATION TO: Tri-County Suburban REALTORS®**  
**Attn: Kristin Tornetta - 1 Country View Road, Suite 201, Malvern, PA 19355**

**E-mail: [KTornetta@tcsr.realtor](mailto:KTornetta@tcsr.realtor)**

**Deadline for Application is April 30<sup>th</sup>, 2023**

**Applications will be reviewed and participants will be selected by the Association's leadership and will be selected on their own merits based on this application. Application forms should include as much information as possible. Please submit your application and recommendation letters together in one file.**

