

# 2011 The Right Track: Leadership In Motion

## *Preliminary Agenda*

### Retreat 1 (Topeka – in conjunction with KAR Legislative Meetings)

#### January 10, 2011

- 8:30 a.m. **Welcome, Orientation, Getting To Know Each Other Exercise**
- 9:15 a.m. **What is Leadership? / Qualities Of A Leader**  
*An overview of the role of leaders, their purpose, their challenges and their rewards. You will discuss the qualities it takes to be a good leader, and whether leaders are born or made.*
- 10:15 a.m. **Leadership Styles & Exercise**  
*There are as many types of leaders as there are types of people. But some basic rules apply, including what leadership style you should use in different situations. You will discuss the styles and then debate their use in different scenarios.*
- 11:15 a.m. **Lunch & Networking Time**
- 12:15 p.m. **Lobbying & Leadership**  
*Discuss how each leader needs to be a lobbyist. Communicating your vision and enthusiasm to your members is crucial in gaining support. You'll also find out how the Association lobbies for you at the Kansas Statehouse, and you'll meet with a State Legislator about the importance of advocacy efforts.*
- 2:30 p.m. **Who Are You Leading? Four Generations Study**  
*For the first time in history, there are four generations in the workplace. Find out what motivates each of the generations; how they like to communicate; and what they expect from the Association. Also great information for working with buyers and sellers!*
- 3:30 p.m. **21 Irrefutable Laws of Leadership (Chapters 1-3)**  
*Find out how this leadership classic pertains to your experiences, and how you can become a better leader by using these principles.*
- 4:00 p.m. **Teambuilding Exercise**
- 6-8 p.m. **Dinner & REALTOR® Association Family Feud**  
*How much do you know about your REALTOR® Association? Join your team to play REALTOR® Family Feud and see how well you do. This is a fun way to learn about your Association and your industry.*

#### January 11, 2011

- 8:30 a.m. **Two Truths and A Lie**
- 9:00 p.m. **KAR Past Presidents Panel**  
*Meet several KAR Past Presidents and find out from them the leadership lessons they learned in heading a statewide Association. They'll help you see how to make a difference as a leader!*
- 11:30 a.m. **Lunch & Networking Time**
- 12:15 p.m. **Kolbe Index Training**  
*Find out how your instincts affect your day-to-day activities, your daily productivity, and your communication with others. Dr. Rod McIntyre will help you analyze your personal results.*
- 3 p.m. **The Kolbe Leader**  
*Now that you know your results, find out how they will affect your leadership abilities, the dynamics of the Right Track team, and your own personal business activities.*
- 4:30 p.m. **Adjournment**

### Retreat 2 (Kansas City – stand alone meeting)

#### March 2: Kansas City Regional Association of REALTORS® Board Room

- 8:30 a.m. **Welcome**
- 8:45 a.m. **My Path to Leadership**  
*KCRAR President-Elect Lee McClelland (Right Track and NAR Leadership Academy graduate) will discuss his volunteer work with the Association, what he's learned, and what he's gained. He will also share some lessons from NAR's Leadership Training that will help you become a better leader.*
- 9:15 a.m. **Roles and Responsibilities of Leaders**  
*Find out about the roles and responsibilities of leaders, how to write minutes, and how to get things done. This is an insider's look at leadership.*
- 1 p.m. **Meeting Management 101**  
*Discover the best agendas to get the information to the right people, get business accomplished and keep the Association out of hot water with the correct way to write minutes.*
- 2:30 p.m. **Potential Association Killers & How to Avoid Them**  
*What do you do when committee members clash? Or your Board wants to do something not quite ethical? We'll discuss the ins-and-outs of association killers, how you can avoid them, and what to do if they come back to life.*

- 3:30 p.m. **Finding New Leaders & Replacing Yourself**  
*John Maxwell says that one of the biggest jobs of a leader is to replace themselves. How does your association prepare its leaders? How does it find new volunteers? We'll talk about who and how to ask in order to replace yourself.*
- 4:00 p.m. **21 Irrefutable Laws of Leadership (Chapters 4-9)**
- 5:30 p.m. **Adjournment**

### Retreat 3 (Topeka – stand alone meeting)

#### May: Date to be Determined

- 8:30 a.m. **Welcome**
- 9 a.m. **Technology as a Leadership Imperative**  
*Expand your thinking with this presentation from the NAR Center for REALTOR® Technology. Discover the value of technology and impact on the industry, organizations and individuals. This interactive session will challenge your preconceived notions on how to integrate technology into the real estate sales process as you explore ways that technology can become a productivity tool to expand the bottom line.*
- 11 a.m. **Meet the Staff & Tour the KAR Office / Networking Lunch**
- 12:30 p.m. **The 21 Irrefutable Laws of Leadership (Chapters 10-15)**  
*Find out how this leadership classic pertains to your experiences, and how you can become a better leader by using these principles.*
- 1:30 p.m. **Real Estate Industry Update**  
*REBR President Karen France has spoken across the Midwest about the changes taking place in the real estate industry. Find out what's happening, and how it will affect you as leaders in your business and in your community.*
- 3:30 p.m. **Adjourn**

### Retreat 4 -- (Wichita – in conjunction with KAR MidYear Meetings)

#### June 15, 2011

- 1:30 p.m. **Teambuilding & Consensus-Building Exercise**  
*Building a consensus among your committee or Association is not an easy project. But it does make for better decisions. You'll go through a special consensus-building project to show you how to get the best information and decision from your group.*
- 2:30 p.m. **Talking Your Way Through It: Communication for Leaders**  
*Leaders need to be ready to speak to everyone from a group of your organization's members to the City Council to the media. Get the secrets to being prepared, being successful, and making even learning to like it!*
- 5:30 p.m. **The Fun Theory**  
*Building a consensus among your committee or Association is not an easy project. But it does make for better decisions. You'll go through a special consensus-building project to show you how to get the best information and decision from your group.*
- 6 p.m. **Dinner On Your Own**

#### June 16, 2011

- 8:00 a.m. **The 21 Irrefutable Laws of Leadership (Chapters 16-21)**  
*Find out how this leadership classic pertains to your experiences, and how you can become a better leader by using these principles.*
- 9:00 a.m. **Leadership at Work: Panel of KAR Officers**  
*Meet your KAR Officers, and find out how they got where they are, what motivates them, and why they think you should experience leadership in your community.*
- 10:00 a.m. **Letter Exercise & Towering Trouble**  
*Set goals for your next year during this personal exercise. And then learn how to make those goals a reality.*
- 11:30 a.m. **Adjourn**

### Retreat 5 (Wichita - In conjunction with KAR Convention)

#### October 10-12, 2011

#### **The Right Track Reunion & KAR Convention**

*Meet the members of The Right Track classes that came before you, discuss what you've done since your last retreat, and laugh about all the fun you have had during the program! The cost of the KAR Convention is included in your Right Track registration fee. Please plan to attend, network with REALTORS® from across the state, and hear some of the best national speakers available!*

### Graduation Ceremony (Topeka - In conjunction with KAR Legislative Meetings)

#### January 2012

#### **Graduation Ceremony**

*The Right Track class will be honored at a luncheon at the KAR Legislative Meetings. Receive your award, hear the applause, and meet REALTORS® from across Kansas during this special event.*