

The Right Track Leadership Academy

Created to develop the leadership potential of REALTORS® in Kansas, The Right Track Leadership Academy offers a wide range of topics related to organizational and industry leadership. A key feature of this program is that it provides critical information and dynamic skills that are very valuable in the day-to-day practice of real estate. Class sizes are small to promote an effective experience for each person. Please fill out the enclosed application and return it to KAR by November 1. Please call Rod McIntyre at 800-366-0069, ext. 2131 if you have any questions or if you need more detailed information.



*Kansas Association
of REALTORS®*

The Right Track Leadership Academy



Character



Vision



Kansas Association of REALTORS®

For More Information Contact:

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Vice President of Program Development

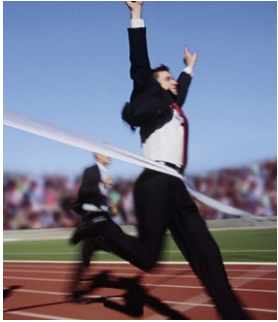
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Skill

The Right Track Leadership Academy

Character Vision Skill



If you are interested in becoming a more effective leader within your board, your community, or any organization as well as acquiring knowledge and skills

that will help you in your business, The Right Track Leadership Program is for you!

Overview

- ◆ All KAR Members are eligible
- ◆ Skills taught apply to leadership and to your business
- ◆ There are five sessions (1-2 days each)
- ◆ Applications are due by November 15 for the following year
- ◆ The cost is \$279 per person (can be paid in installments)

"The KAR Right Track program gave me networking opportunities and friendships with other REALTORS® across the state that will be with me forever. It's so nice to be able to pick up the phone and call one of my fellow classmates for referrals or assistance. I also learned leadership skills that I can use in my real estate career as well as in whatever activities I am involved with as I give back to my community." -- Tammy Ellis, Century 21 Lantis & Associates, Ottawa

The Academy Will Help You:

- ◆ recognize and maximize your strengths
- ◆ employ powerful goal-setting systems
- ◆ explore the psychology of leadership
- ◆ gain a fundamental understanding of Governmental Affairs
- ◆ connect local, state and national leadership
- ◆ determine which leadership styles work best for you
- ◆ tap into the many resources leaders need to succeed
- ◆ become a more effective public speaker
- ◆ master simple strategies that make media interviews work for you
- ◆ use diplomacy and resolve conflicts
- ◆ conduct effective meetings
- ◆ energize your association

"I really enjoyed the opportunity to network with REALTORS® from across the State of Kansas regarding trends, markets, troubleshooting, and balancing our crazy REALTOR® lives! — Kendra Trueblood, Advantage Realty, Russell

Cost

The tuition cost per participant is \$279, which includes the inspiring programming, materials, some meals during Right Track sessions and registration for the KAR Annual Convention. Individuals are responsible for their hotel room costs (when necessary) and travel costs.

"From the perspective of a newer agent, The Right Track Leadership Academy was a wonderful entrée into the workings of the national, state and local boards. It was a real hands-on guide to how to get involved in our industry and have a voice. "I now feel like I can more intelligently carve a map for myself in regards to getting on board with the leadership of our industry." —Christian Zarif, Prudential Kansas City Realty, Overland Park

Application

Applications for The Right Track Program are invited from KAR members interested in serving in leadership roles in any organization. The number of participants is limited to 14 to encourage maximum



personal participation. Please fill out the included application and get on The Right Track to Leadership before the November 15 deadline!



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