



## Texas REALTORS® Leadership Program

**Seeding  
for the  
Future—  
Leadership  
Development  
for Local  
Associations**



**TEXAS REALTORS® UNIVERSITY**  
TEXAS ASSOCIATION OF REALTORS®

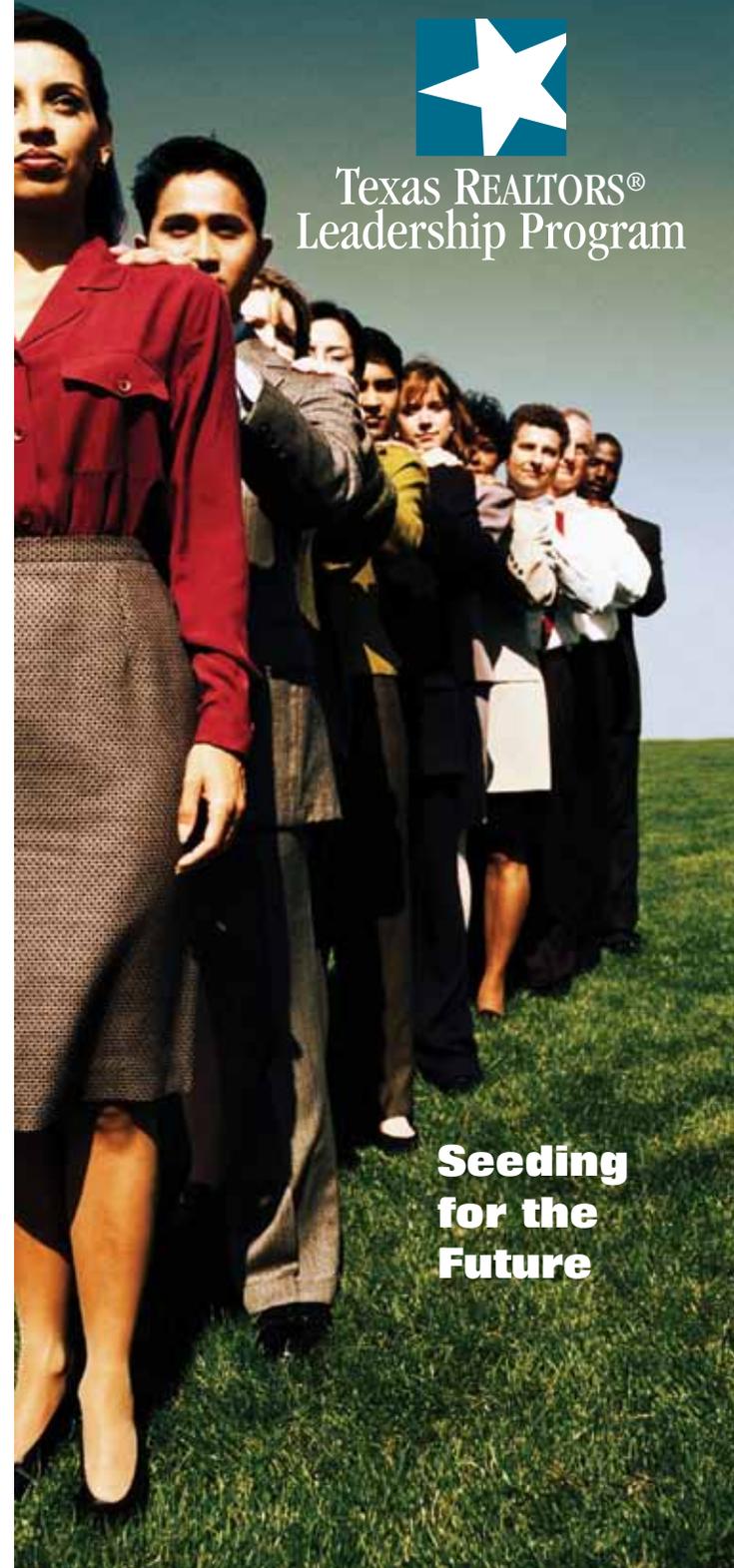
**TEXAS REALTORS® UNIVERSITY**  
TEXAS ASSOCIATION OF REALTORS®

**P.O. Box 2246**

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**Texas REALTORS®  
Leadership Program**



**Seeding  
for the  
Future**



## Texas REALTORS® Leadership Program

### Building the best leaders for the benefit of Texas REALTORS®

The Texas REALTORS® Leadership Program (TRLP) is designed to meet the needs of Texas REALTORS® and to provide an innovative and highly flexible program that allows self motivated learners the opportunity for leadership development in the context of a learning community. The leadership program develops that community of selected participants who transform the power of knowledge into volunteer service. Its core values include: community, service, integrity, and commitment.

The TRLP mission is to cultivate leaders from all segments of the community by educating, developing, and encouraging participants to undertake leadership roles, providing them the means and resources to begin their involvement, and instructing them on how to utilize these assets to effect change and make a difference in their respective professional, personal and civic areas of interest.

TRLP offers participants and graduates an ongoing opportunity to meet other motivated leaders and to share an intensive learning experience that focuses on community issues and leadership skills. The purpose of TRLP is to prepare the next generation of Texas REALTORS® to meet future challenges. The program provides participants with lectures, seminars, guest speakers, group discussions and leadership exercises that address vital issues affecting Texas

REALTORS®. This dynamic format stimulates vigorous and animated discussions and involvement by all participants.

During the opening retreat, community leaders, government officials and business executives present their perspectives on a wide variety of topics. All the presentations are followed by question and answer sessions, and later by small group discussions among the participants where the focus is the development of leadership skills. The TRLP year concludes with a session dedicated to the review of skills and issues discussed throughout the year at each module. Participants then receive their certificates, along with graduate pins and recognition at a graduation luncheon with guest attendees.

The goal of the Texas REALTORS® Leadership Program is to drive leadership participation on the local and ultimately state level, benefiting both local communities and the REALTOR® body as a whole. The program now includes networking and continuing education opportunities at the state level to further graduates' growth as future leaders within their communities, their local association, and potentially beyond that to the state and national level.

*“This program was developed to provide an industry-specific tool that local associations can use to identify and cultivate future leaders. Texas REALTORS® describe the experience as life-changing. It has been one of the most effective and successful programs we have ever presented, creating a positive influence for future REALTOR® involvement and leadership.”*

Travis Kessler, RCE, CAE  
CEO, Texas Association of REALTORS®

## TRLP program overview

### Module 1 – Introduction to leadership

In addition to personal introductions, the two day retreat provides a personality or leadership assessment that helps lay a foundation for the remainder of the program.

### Module 2 – Exploring leadership qualities

During this session participants explore the traits and qualities of effective leaders, what makes people inclined to follow others, as well as managing personality dynamics within group settings.

### Module 3 – Planning for success

Module 3 initially considers where leaders go astray and how to positively address leadership challenges. The session examines planning as a vital component of an organization's success, reviews key elements of strategic and business plans.

### Module 4 – Leadership across differences

Known as the diversity module, this session helps participants examine their own views on diversity and how those notions can change. This session offers 8 hours of MCE credit.

### Module 5 – Texas REALTORS® Spokesperson training

John Gormley and the Texas Association of REALTORS® staff provide this training to increase Texas REALTORS®' comfort level when dealing with the media. Offers 8 hours of MCE credit.

### Module 6 – Balance and renewal

This module It stresses the need for personal time and rejuvenation, and focuses on time management.

### Module 7 – Law, legislature, and leadership

This session delivers an overview of the Texas Association of REALTORS® governmental and political affairs programs, as well as legislative issues and TREPAC. Offers 3 hours of MCE credit.

### Module 8 – Graduation

After completing all sessions, the Texas REALTORS® Leadership Program culminates with a graduation ceremony that recognizes participants' efforts. The ceremony celebrates the eight month commitment and the achievements of the students.