



Develop
Discover
Expand
Network
Strengthen

Are you ready to take the lead?
Unlock your leadership potential.



The Leadership Academy gave me the opportunity to meet and work with agents from other companies and discover that we have a great deal in common. Working together is the key component to committee work, leadership positions and especially a tough transaction.
- Jennifer Frontera



Leadership helped me focus and gain insight into our complex industry and in dealing with people as a whole. Without this program, I am not sure I would have had the foundation needed to make it through the downturn, turn it to my advantage and come out ahead.
- Maren Brisson-Kuester



CONTACT US
704-940-3149

leadership@carolinahome.com
carolinarealtors.com

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REALTOR® ASSOCIATION

CANOPY REALTOR® ASSOCIATION
LEADERSHIP
ACADEMY

WHAT YOU'LL LEARN.

In 1999, the Canopy Realtor® Association established the Leadership Academy to help rising star Realtors® gain industry knowledge about:

Issues that impact the Charlotte region

Issues that impact the industry and homeownership

Future challenges facing the region and the industry

The role Realtors® play in finding solutions to the challenges



LEAD THE CHANGE.

The Leadership Academy drives participants to excel in leading themselves and others to spectacular performance through engagement, high-quality connections, performance management, coaching and more!



An old man is not supposed to chase around in the woods, walk the highwire, and raft the rapids of Whitewater, but with your help, I did! To the association staff, thanks for the great experience; to my fellow classmates, a loud and heart-felt "hooray." Can't wait until our next meeting!

-Rufus Hutchinson

Whether you're driving change within your organization, developing your leadership style or overseeing others, the practices and perspectives you'll gain from the program will help you facilitate a more positive performance in your relationships and business.



Leadership was of great benefit for several reasons: 1. It exposed me to leaders and systems I would not have been exposed to otherwise, and 2. It enabled me to get involved with the leadership of the association and MLS. Our future depends on the growth of that leadership."

- John Kindbom



THE PROGRAM.

WHAT'S IN IT FOR YOU?

The program features nine full-day sessions facilitated over nine months (March-November) and prepares Realtors® for leadership positions in the association and the community. During these sessions participants will:

Expand confidence and teambuilding skills

Develop vital public speaking skills

Discover and interpret diverse leadership and personality styles

Strengthen organization, communication and decision-making abilities

Understand local, state and national legislative issues impacting the industry and homeownership

Network with regional and local association leadership; as well as develop business and community connections

Become more aware of the region's past, present and future and be involved in conversations that lead to change