

## PUTTING IT ALL TO USE AS LEADERS

Below is a list of graduates who have served on either the Association or Carolina Multiple Listing Services, Inc. (CMLS) Boards of Directors.

Aric Beals  
Maren Brisson-Kuester  
David DeSilva  
Jo Ann Doyle  
Susan Dulin

Jennifer Frontera  
John Kindbom  
Joe Rempson  
Matt Reyes  
Alison Royal-Combs

Marie Wellman  
Debbie White  
Scott Wurtzbacher

## GETTING STARTED

Merit-based scholarships are available through the association's Diversity Council and the Housing Opportunity Foundation. Please visit [www.CarolinaRealtors.com](http://www.CarolinaRealtors.com) for additional information on the program, scholarships and tuition.



connecting



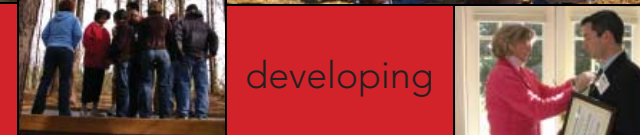
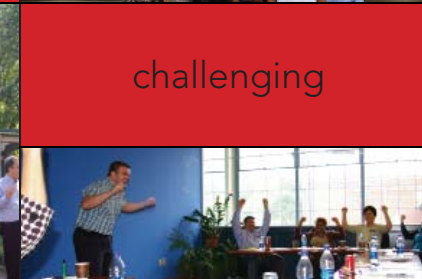
challenging



developing



discovering



educating



leading



team building



## LEAD THE CHANGE



People make organizations go from good to great. Our leadership program helps you excel in leading others to spectacular performance through engagement, high-quality connections, coaching, strength-based performance management and more. Whether you need to drive change within your organization, develop your management style or oversee others, the perspectives and practices you take away from our courses will help you overcome the most complex leadership challenges. Discover how to unlock your potential, reveal the possibilities and facilitate a more positive performance in your relationships and business. You'll leave with more than a new outlook; you'll have a new way of thinking.

## WHAT YOU'LL LEARN

In 1999, the Charlotte Regional Realtor® Association established its Leadership Development Program to help emerging Realtors® gain industry and regional knowledge about:

- Issues that shaped the Charlotte region
- Future challenges the region faces
- The role Realtors® can play in finding solutions to those challenges



## THE PROGRAM

This program features nine full-day sessions taught over the course of nine months (March through November), and prepares Realtors® for leadership positions in the association and in the community. During these sessions participants will:



- Develop confidence and teamwork skills through team building challenges
- Learn vital public speaking skills
- Discover and appreciate diverse leadership and personality styles
- Strengthen organizational and communication skills and decision-making abilities
- Participate in a community service project (Realtors® Care Day)
- Understand local city and county government and legislative issues
- Become aware of Charlotte's past, present and future
- Network with City of Charlotte community and the association leadership
- Present findings of an annual Presidential Challenge at the class graduation

The Leadership Development Program strives to inform, challenge and educate participants regarding opportunities, dynamics, economic developments and needs of the Charlotte community. Furthermore, it creates dialogue and rapport among participants, association leadership and existing community leaders.

## GRADUATE TESTIMONIALS

"The Leadership Development Program 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, Class of 2000

"LDP 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. Our future depends on the growth of that leadership."

– JOHN KINDBOM, Class of 2001

"LDP was an excellent way to develop leadership skills and grow as a Realtor®. You are guaranteed to learn and discover more as a person through the exceptional training programs that are provided. You will experience diversity by learning more about Charlotte in the business and political sectors. Personally, the bonding and ongoing friendships with fellow LDPs has been meaningful. What a great and valuable experience!"

– SUSAN DULIN, Class of 2002

"I feel strongly that the Leadership Development Program helped me focus on making my career a successful one. It helped me gain insight into our complex industry and 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."

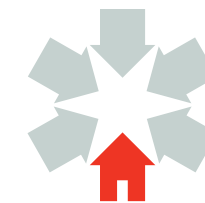
– MAREN BRISSON-KUESTER, Class of 2005

"The Leadership Development Program has been one of the most rewarding experiences of my real estate career. Through all the activities, introductions, guidance and support provided by the LDP Committee and staff, I have developed a stronger sense of myself as a member of both the Charlotte real estate community and the greater Charlotte community. I look forward to participating in both arenas as a volunteer in the years to come, knowing that the LDP experience has given me a very strong foundation to ensure my success in these future endeavors."

– MELANIE COYNE, Class of 2009

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

– RUFUS HUTCHINSON, Class of 2010



**LEADERSHIP  
DEVELOPMENT PROGRAM**

For applications, go to [www.CarolinaRealtors.com](http://www.CarolinaRealtors.com) or call 704-940-3149. Submit applications by Dec. 31.