

LeadershipKYR Program Objectives

- To identify Kentucky REALTORS® who have demonstrated leadership potential through job-related and community activities.
- To train participants by developing leadership skills.
- To motivate participants by:
 - Increasing awareness of real estate and association management issues and challenges
 - Involvement in problem-solving activities on issues of current interest; and
 - Providing a network of leaders for the local, state and national levels of the Association

To accomplish this, the program will focus on the following:

- Take an inside look into the structure of KYR and how it operates on behalf of the membership
 - Leadership, staff and volunteer roles
 - Member services and benefits
 - Governance
- Gain an understanding of KYR's meeting structure and attendance with committees
 - How to participate and get involved
 - Benefits you can gain from networking at the state level (and other levels)
 - Importance of having a voice in the direction of the industry
- In depth focus on spokesperson and media training
- Complete overview of conducting meetings using parliamentary procedures
- Learn about the different areas of association management and your fiduciary responsibilities to each – legal, accounting, leadership, education, etc.
- Understand the Kentucky Real Estate Commission's role in the real estate industry
- Learn the advantages of meeting with legislators on political initiatives
 - Participate in Hill Visits
 - Be introduced to your local legislators and other political figures
 - Understand key talking points and how to communicate those effectively
- Get an inside look of the state capitol and how the legislative process works
- Hear from elected officials on how a bill is introduced
 - What issues get the most attention in the House and the Senate
 - How do the two sides work together on legislation
 - What determines the legislative priorities each session
- Understand your personality and how to interact with others
 - Complete profile analysis using Myers Briggs
 - Recognize differences in individuals and behaviors
 - Utilize this information when working with buyers, sellers and other agents
- Team building exercises and activities with fellow participants
- Understand state data as it pertains to the economy and the industry and how you can leverage it to adjust your business focus
- Hear from local leaders about the importance of community and charitable involvement
- Participate in a community service project as a group to better understand how support of charitable causes can impact a community

The program will also lead participants through leadership training exercises with a book study discussion and other classroom and online learning methods.