

REALTOR® L.E.A.D. VISION Course:

EXECUTING YOUR LEADERSHIP VISION

Empower Your Leaders.

Strengthen Your Organization.

The VISION Course is a transformative leadership program designed for REALTORS® who aspire to **drive change, elevate their leadership skills and make a lasting impact** on their associations and communities.

This course takes participants on a journey—guiding them from foundational **leadership principles** to executing a **compelling vision for organizational success**.

Who Should Enroll?

- REALTORS® aspiring to leadership roles within their associations.
- Current volunteer leaders seeking to refine their vision.
- Real estate professionals looking to enhance their strategic thinking and potential impact.

Why Offer the REALTOR® L.E.A.D. VISION Course?

- **Develop Future Leaders** - Prepare REALTORS® and team members for leadership roles.
- **Strengthen Organizational Culture** - Foster collaboration, mentorship and engagement.
- **Improve Team Performance** - Equip teams with the skills to adapt, lead and grow.
- **Enhance Retention Rates** - Invest in leadership development to build loyalty.
- **Non-Dues Revenue Opportunity** - Easy to implement with high member value.



NATIONAL ASSOCIATION OF REALTORS®
L.E.A.D.
LEARN. ELEVATE. ACCELERATE. DELIVER.





NATIONAL ASSOCIATION OF REALTORS®

LEAD.

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COURSE STRUCTURE & KEY LEARNINGS

MODULE 1

Base Camp - Laying the Leadership Foundation

Understand the fundamentals of leadership and prepare for your leadership journey.

MODULE 2

The Why - Defining Your Leadership Purpose

Explore the motivations behind leadership and why embracing change is essential.

MODULE 3

The Vision - Developing & Communicating a Clear Strategy

Craft a compelling vision that drives growth and inspires action.

MODULE 4

Team Building - Creating High-Performance Teams

Master collaboration, accountability and engagement to build stronger teams.

MODULE 5

Teaching & Mentoring - Cultivating Future Leaders

Learn how to coach, mentor and empower emerging leaders in your organization.

MODULE 6

Volunteer-Staff Relationships- Strengthening Organizational Synergy

Enhance collaboration between volunteers, staff and leadership for maximum impact.

MODULE 7

Vulnerability & Authenticity - leading with Trust & Resilience

Develop authentic leadership that fosters trust, transparency and growth.

MODULE 8

Looking to the Future - Implementing Leadership Succession Planning

Ensure long-term success through strategic leadership development and succession planning.

MODULE 9

Reaching the Summit - Applying Leadership for Organizational Impact

Put leadership into action with a concrete plan for success.

TAKE THE NEXT STEP IN LEADERSHIP DEVELOPMENT!

EMPOWER YOUR TEAM TO LEAD.

Contact RealtorLEAD@nar.realtor for more details.

REALTORS® are members of the National Association of REALTORS®.