

LEADERSHIP TAR 2010

Each of our three (3) overnight retreats in the Leadership TAR Program has a different program and focus. While we *strongly* encourage Leadership TAR students to take all three retreats in a year – to get the most out of the program – this is not mandatory. Anyone in the state may enroll in one, two, or all three retreats for the low registration fee of **\$95 per retreat**, with the student assuming responsibility for their own travel, lodging and meals expense. A “cap” on enrollments at each retreat is maintained, to ensure a good experience for participants. All three 2010 retreats will be held at **Montgomery Bell State Park**, where rooms and food are relatively inexpensive. **Anyone attending all three retreats in the program will be recognized as a Leadership TAR Graduate, with a special pin, certificate, and an announcement of their name at the fall TAR Directors meeting.**

To encourage participation by Leadership TAR alumni, any Leadership TAR graduate may enroll in any retreat for a reduced rate of \$50. A member of the TAR Executive Committee may also visit a retreat every now and then, to give students a chance to talk over the issues and challenges facing TAR with someone in our current leadership.

Special “Dutch treat” mixers for Leadership TAR Alumni and current students will be scheduled off-site at both the TAR Spring Conference and the Annual Convention, to facilitate networking with fellow-students and program alumni.

Despite tough economic times for the industry, TAR remains committed to the critical importance of leadership development. While graduation from the Program will NOT guarantee anyone preference in future committee appointments, Leadership TAR helps participants improve their leadership skills to address the challenges that their businesses and associations face. At difficult times, wise leadership is more important than ever!

We expect the Leadership TAR Program to have a long life and a major impact on Tennessee’s future, under the joint sponsorship of the Tennessee Association of REALTORS (TAR) and the Tennessee Real Estate Educational Foundation (TREEF).

A description of all three retreats follows. **Again, you MUST register online for EACH retreat separately [see registration instructions below]; available spaces will be filled on a first-come, first-served basis.** [AFTER January 1, 2010, students may contact Montgomery Bell State Park Inn to make your lodging reservations.]

Leadership TAR Retreat 1: Authentic Leadership April 28-29, 2010

This two-day retreat explores the personal side of leadership – the leader's character, integrity, perspective, example, and other personal traits and behaviors that often determine success or failure in any leadership capacity. We will conduct self-assessments to help participants learn more about their personal strengths and weaknesses. And we'll provide guidance on "self-leadership" – more effective management of personal time and priorities, and a balanced life, so

critical for those who choose to lead in any arena!

Leadership TAR Retreat 2: Leading Others Effectively

June 2-3, 2010

This two-day retreat explores the skills and know-how needed to lead others more productively. We'll learn about: group dynamics, meeting management and meeting leadership, group problem-solving, communication styles, and a simplified approach to parliamentary procedure. And participants will examine ways to forge a more effective partnership between volunteer leaders and staff. This retreat also includes an examination of REALTOR Association structures and options for getting the Association's work done.

Leadership TAR Retreat 3: Industry Issues, Challenges & Vision

August 11-12, 2010

This two-day retreat provides participants with a comprehensive look at the real estate industry and the REALTOR organization from several different angles: legal, legislative, and educational. We will also prepare everyone for the critical pitfalls that those who lead may encounter (regardless of where they lead) – both pitfalls for leaders and pitfalls for their organizations. Finally, participants will look ahead, examining possible futures for themselves and for their organizations ...and which journey(s) they want to take!

REGISTRATION: To register for each of the 2010 Leadership TAR Retreats, go to the “Education Information” section of the TAR website at:

http://www.tarnet.com/main/education_information/

...and scroll down to the links for each of the three 2010 Retreats. Click on those links for more information **and** to register online.

IMPORTANT NOTE: If you are attending on a scholarship from your local association or company, please call **Sally Cummings** in the TAR Office (615-440-5036), and she can register you and give you instructions for the tuition payment by your sponsor. Remember, however, that this tuition payment to TREEF will not cover any travel or lodging costs.