



GREATER
CHATTANOOGA
REALTORS®

LEADERSHIP ACADEMY

OBJECTIVE: Provide tools and a knowledge-based foundation to motivate and empower those who desire to serve in a local leadership position.

SELECTION PROCESS: The Leadership Development Committee will review all applications and provide a recommendation to the Board of Directors, who makes the final determination regarding participants. All applicants will be notified of their acceptance status by July 31st.

QUALIFICATIONS: In reviewing applications, the Leadership Development Committee weighs and considers:

- Two Recommendation Letters (must accompany the application):
 - One Recommendation Letter from the applicants Managing Broker
 - One Recommendation Letter from a member in good standing who currently serves or has recently served in a leadership role.
- Minimum one (1) year as a REALTOR® member in good standing
- Minimum of one (1) year serving in a professional or voluntary leadership role
- Availability of time to participate fully in the program
- Potential for leadership demonstrated through involvement in community groups and the REALTOR® association

CLASS SIZE: To allow meaningful networking and learning, the Board of Directors will consider the overall make-up of the class and seek to select a worthy and diverse group of participants. To maximize the experience for all participants, the class size is projected to be twelve (12) participants.

INSTRUCTIONS: Complete each section fully. Limit answers to available space. Participants will be selected based upon the information included in this application.

WHAT TO EXPECT: Scan the QR code for the 2026-2027 Curriculum Overview →



Submit Applications by JULY 20 to: jessica@gcar.net

NOTE: A statement of support from the applicant's Managing Broker must accompany the application.



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APPLICANT'S INFORMATION

Applicant Name: _____

Applicants GCR Member Number: _____ Applicants M1 (NRDS) Number: _____

Leadership positions held, special honors and awards received: _____

List your career/occupation(s) prior to current: _____

Describe a career achievement that you are most proud of: _____

Tell us more! What are you passionate about outside of real estate (i.e., hobbies, leisure): _____

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REALTOR® ASSOCIATION INVOLVEMENT

List your involvement with other Associations/Organizations (i.e., State, National, Chapters, Councils): _____

Of all your Association/Organization involvement listed above, which one was most enjoyable and why?

Of the classes you've taken through Greater Chattanooga REALTORS®, which one did you find most beneficial and why? _____

COMMUNITY INVOLVEMENT: Tell us more about your participation outside of real estate (i.e., community, civic, political, governmental, religious, athletic). _____

Describe a time when you served in a leadership role in one of the above? _____

What is the most rewarding accomplishment you have achieved? _____

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YOUR OPINION COUNTS: What do you feel is the most significant challenge facing the real estate profession and/or Greater Chattanooga REALTORS®? _____

Why do you want to be considered for the Greater Chattanooga REALTORS® Leadership Academy? _____

What are your leadership aspirations and how do you expect the Greater Chattanooga REALTORS® Leadership Academy to help you achieve them? _____

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COMMITMENT

☐ If selected, I understand, I am responsible for the tuition payment of \$175, to be paid prior to September 10th, which covers all classes, speakers, materials, and activities. I agree to pay my own travel expenses incurred as a participant in the Leadership Academy.

☐ I understand that punctual attendance at all sessions/functions* is required for satisfactory completion of the program. Any absences will be evaluated on a case-by-case basis. If a participant misses more than one (1) session the participant will be asked to withdraw and reapply when able to make the commitment. There is no tuition refund for unattended sessions/functions.

☐ If selected, I will devote the time and resources necessary to complete the program.

☐ Attached is a statement from my Managing Broker in support of my application.

Name of Applicant

Signature of Applicant

Name of Managing Broker

Signature of Managing Broker

Date Submitted _____

* Participants will be expected to complete/participate in the following:

- Welcome - Meet & Greet
- 9 Sessions:
 - 4 Informative Sessions (3-6 hours each), including any prerequisite reading or assignments. Topics include: Gallup: Clifton Strengths Personality Assessment, The Leader in You (Communication & Leadership Skills), Getting to Know the Association (Local, State, & National), The REALTOR® Party, Diversity, Meeting Management, and Executive Your Leadership Vision
 - 4 Engagement Sessions (1-4 hours each), to include: Volunteering with Habitat for Humanity, Volunteering with Snack Packs, City of Chattanooga Council Meeting, & Hamilton County Commission Meeting
 - TN REALTORS® Day on the Hill (February 9 and 10, 2026), transportation provided
- NAR's Commitment to Excellence (C2EX) Certification
- NAR's Fairhaven Certification (online fair housing simulation)
- Graduation Dinner and Recognition Breakfast

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