

Women's Council of
REALTORS[®]

MIDYEAR MEETING

WASHINGTON, DC ★ MAY 7-9, 2024

Thank you to our
Premium Industry
Strategic Partners



**TWO MEN
AND A TRUCK**[®]



Offerpad





LEADERSHIP LAUNCH:

Get Involved in Leadership in Women's Council & NAR

Women's Council of
REALTORS

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Overview

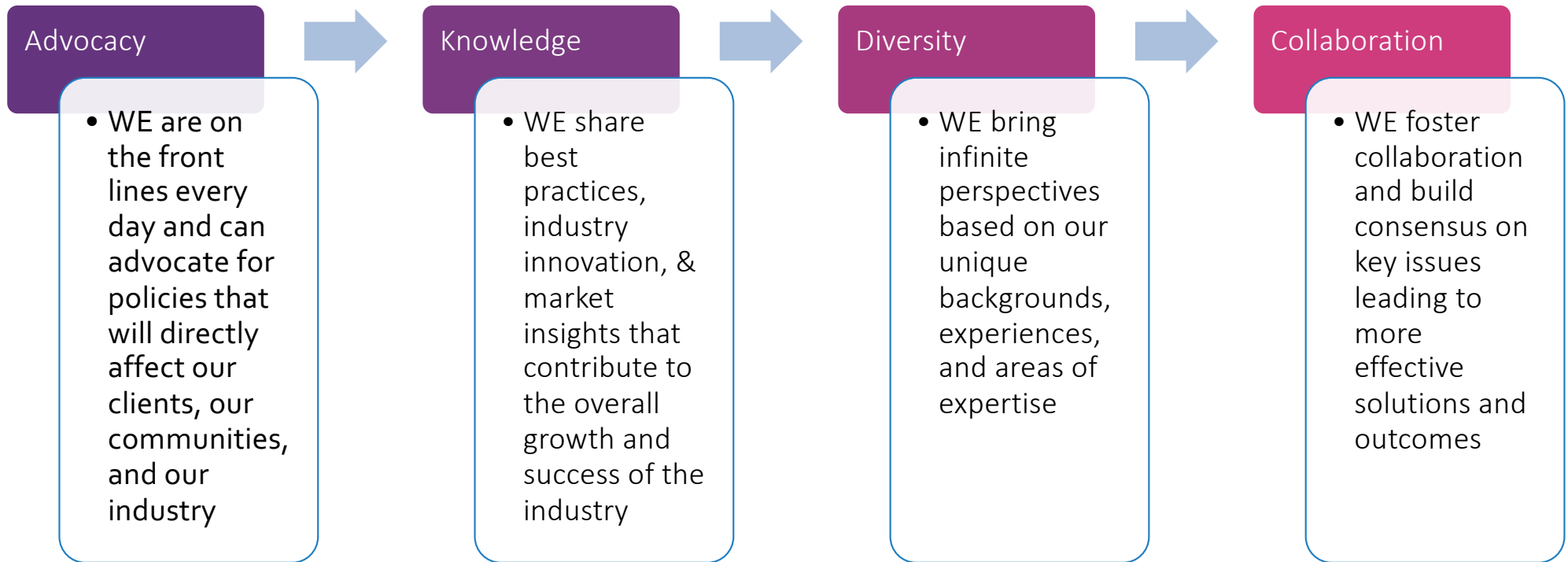
- The Impact of Real Estate Industry Leaders
- Essential Leadership Skills
- Understanding Women's Council & NAR
- Leadership Why
- Steps to Getting Involved
- Q&A



- 2016 Graduate, St. Charles REALTORS® Local Leadership Academy
- 2020 Graduate, Missouri REALTORS® Leadership Academy
- 2020 NAR Member Communications Committee
- 2020 and 2021 President, Women's Council of REALTORS® St. Charles County
- 2022-Present Missouri REALTORS® Educational Foundation Trustee – 2024 Secretary
- 2022 Graduate, National Women's Council of REALTORS® Leadership Institute
- 2022-Present Speaker, National Women's Council of REALTORS®
- 2023 President, St. Charles REALTORS®
- 2023 First Vice President, Women's Council of REALTORS® Missouri
- 2023 Faculty Member, National Women's Council of REALTORS® Network 360 Conference
- 2023 and 2024 Chair, Missouri REALTORS® Consumer Engagement Output Group
- 2023 and 2024 Missouri REALTORS® Member Engagement Committee
- 2024 Missouri REALTORS® Strategic Planning Committee
- 2024 President-elect, Women's Council of REALTORS® Missouri
- 2024 Immediate Past President, St. Charles REALTORS®
- 2024 NAR C2EX Committee
- 2024 National Women's Council of REALTORS® Social Media Influencer
- 2024 National Women's Council of REALTORS® Opportunity and Growth Committee



Impact of Real Estate Industry Leaders



Essential Leadership Skills



National Association of REALTORS®

- Founded as the National Association of Real Estate Exchanges on May 12, 1908 in Chicago, IL
- 120 founding members, 19 Boards, and one state association
- "to unite the real estate *men* of America for the purpose of effectively exerting a combined influence upon matters affecting real estate interests."
- Code of Ethics established in 1913, based on the Golden Rule



National Association of REALTORS®

Mission:

To empower REALTORS® as they preserve, protect and advance the right to real property for all.

Vision:

Our vision is to be a trusted ally, guiding our members and those they serve through the ever-evolving real estate landscape.



National Association of REALTORS® Purpose

Advocacy

- Real Estate Industry
- Consumers

Member Services and Support

- Education
- Designations & Certifications
- Networking Opportunities
- Conferences & Events
- Additional Member Benefits

Ethics and Professional Standards

- The Code of Ethics
- Professional Standards



What opportunities are available within NAR?

Local

- Committees
- Leadership positions
- Leadership Academy

State

- Committees
- Leadership Academy
- Leadership Positions

National

- Committees
- Speakers
- Leadership Academy
- Leadership Positions



[2025 Committee Application](#)

DEADLINE: MAY 15, 2024



Women's Council of REALTORS®

- Women initially excluded from membership in National Association
- California Real Estate Association created a Women's Division in 1924
- National Association of Real Estate Boards (NAR) voted to form Women's Council of REALTORS® in November of 1938 in Milwaukee, WI
 - 37 women from 9 states



Women's Council of REALTORS®

Mission:

We are a network of successful REALTORS®, advancing women as business leaders in the industry and in the communities we serve.

Vision:

To be the premier source and standard for the personal and professional development and inclusion of leaders in the industry, organized real estate and beyond.



Women's Council of REALTORS® Purpose

Education

- The Business of Your Business
- Industry Trends
- Best Practices

Leadership Development

- Leadership Skills Training
- Leadership Experience

Networking & Referrals

- Communication Skills
- Relationship Building
- Fostering Connections

Conferences, Events, & Additional Member Benefits



What opportunities are available within Women's Council?

Local

- Committees
- Leadership positions

State

- Inspiration, Pledge, Greeters
- Committees
- Leadership Positions

National

- Committees
- Ambassadors
- Inspiration, Pledge, Greeters
- Speakers
- Leadership Institute
- Leadership Positions



[2025 Leadership Identification & Development \(LID\) Application](#)

DEADLINE: MAY 31, 2024



Ok... But Why Should I Get Involved?

Personal Benefits

- Personal Growth
- Networking Opportunities
- Community Impact
- Sense of Fulfilment
- Recognition & Respect

Professional Benefits

- Enhanced Visibility
- Professional Development
- Business Growth
- Access to Resources
- Influence & Advocacy



Ok... but how do I get involved?

Reflect on
your experience and knowledge

Identify your goals and interests

Volunteer!

Build your professional network

Seek mentorship and guidance



PAUSE
& REFLECT



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Exploring Your Leadership Journey

1. What key milestones or experiences have shaped your leadership journey in real estate?
2. What leadership qualities or skills have you developed through your experiences?
3. How have you overcome challenges or setbacks in your leadership journey?
4. What opportunities do you see for further growth and development as a leader in the real estate industry?
5. How can you leverage your leadership journey to get more involved in the Women's Council of REALTORS® and National Association of REALTORS®? What are your next steps?



Exploring Your Leadership Journey

My Leadership Path Map





Who has the first Question?



Becky Klein

- REALTOR®/Owner Move Realty
- President-Elect, Women's Council of REALTORS® Missouri

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T H A N K Y O U

Please take a moment to rate this session
**LEADERSHIP LAUNCH: GET INVOLVED IN LEADERSHIP IN WOMEN'S
COUNCIL AND NAR**



My Leadership Path Map



Step
1

Step
2

Step
3

Step
4

Step
5

Step
6

