

Mission and Purpose of A.R.E.A.

MISSION

To empower and equip Tennessee REALTORS® to lead.

PURPOSE

The purpose of our Tennessee REALTORS® Leadership Program is to identify emerging REALTOR® leaders. A.R.E.A. will empower the individuals in the program to maximize their leadership potential.

- Participation is open to all active Tennessee REALTORS® in good standing with the Association and with the Tennessee Real Estate Commission (TREC).
- Attendance at all sessions is mandatory. One excused absence is permitted but the absence will result in not graduating with his/her class. The absence may be made up during the following year's program and the participant will then graduate with the next class.
- The cost of this comprehensive leadership program is \$899 and includes all courses, meals, required overnight accommodations, class materials and mileage.



A.R.E.A. Advisory Group

A.R.E.A.



TENNESSEE
ACADEMY *of*
REAL ESTATE
ADVANCEMENT

The A.R.E.A. Advisory Group is composed of the Immediate Past President of Tennessee REALTORS®, who serves in the role as Governor of the program; and three (3) Deans who are graduates of prior Tennessee REALTORS® leadership programs.

Governor: The Chair of A.R.E.A. and the Advisory Group shall serve a one-year term ensuring benchmarks of the curriculum's success are being met. The Governor may review an anonymous list of candidates submitted by the Deans for final acceptance into the program.

Dean: A Dean would be chosen from each Grand Division by the Tennessee REALTORS® President. The dean may be called upon to assist the facilitation of sessions, act as liaison to the Governor and staff, and review candidate applications.

Responsibilities: The Advisory Group shall serve as ambassadors to the program, be a think tank for subject matter as needed, and may assist in the selection process of candidates as needed.