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.
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.