



# Discover a Leadership Program That **ACTUALLY** Makes A Difference...

Your association members rely on you to lead them well. Not just lobby on their behalf, provide CE training for credit... but to show them a path of excellence that they can model in their own careers.

That **leadership starts at the boardroom table**. It starts with how your Association Leadership treats their duties – in the boardroom and on the streets. And **when you're choosing leadership training for your meetings, you have two options:**

Option #1: Get the same boring cookie-cutter leadership presentation as you did last year... and next year be struggling to solve the same problems you have right now... OR

Option #2: Look for something new, different, and unique that will really move the needle for you.

That's where Terry Watson comes in. **He will show your association leadership and members how to lead with passion, integrity, and class...** but in a way that will keep your audience entertained, hooked, and eager for more.

## **FEATURED PRESENTATIONS**

### **Lessons in Leadership: The Right Way To Run a REALTOR® Association**

In this highly customized presentation, Terry will work with you to develop a list of your common problems or challenges... and then show your association leaders how to overcome them. Some common themes are:

- Social media – how to use it the right way to benefit of the association and its members... **PLUS how social media is a valuable tool for engagement and recruitment for your association...**
- How to clearly define the duties of each person inside the association... and **how to work together as a team, rather than against each other...**
- The importance of confidentiality in the boardroom... **PLUS the right and wrong way to approach the entire voting process** (this alone is a cornerstone of true integrity in leadership!)
- **How to lead through inspiration instead of dictation** (and why the difference matters if stuff gets done either way)...

Whether the above themes are challenges you're currently facing, or you have a set of challenges that isn't listed here – **Terry can work with you to create a specialized Lessons in Leadership program just for you and your association.**

## **Avoiding Leadership Roadkill™: The Broker Leadership Training**

Your Broker members will LOVE this **fresh take on leadership training that not only gets them involved, but entertains them as well!** In this highly customizable presentation, Terry will cover topics like:

- **The most powerful secret that mobilizes Generation Y & X** (your hidden assets) and actually get them engaged
- What the top 1% of offices in the world DO and what the absolutely don't DO! Ironically, *what they don't do is actually more important than what they do!*
- The single biggest reason agents change offices (and how to prevent it)... plus insight into **what agents REALLY want from their real estate office...**
- Energy hacks that **explode your potential and reduce your stress while helping you be a more effective leader**
- And much, much more!

No matter what leadership qualities your Brokers are anxious to discover... Terry can deliver them in an entertaining, laugh-out-loud kind of way that will have them remembering the lessons for years to come.

**To Book a FREE 30-Minute Discovery  
Call With Terry,  
call 773-880-0777  
email [Me@TerryWatson.com](mailto:Me@TerryWatson.com)  
or visit [go.oncehub.com/TerryWatson](http://go.oncehub.com/TerryWatson).**

