

# President-Elect / Association Executive Relationship

## **NORTHERN VIRGINIA ASSOCIATION OF REALTORS®**

Bob Adamson, Immediate Past President

Ryan Conrad, CEO

## **WALTON-BARROW BOARD OF REALTORS®**

Amy Bortman, Immediate Past President

Donna Lynn Peters, CEO

# President Elects, What do you Fear?

In one word, tell us what is your biggest fear for your upcoming year?





# Association Executives, What do you Fear?

In one word, tell us what is your biggest fear for your upcoming year?



# President Elects, What is your Goal?

In one word, tell us what your goal is for the upcoming year?





# Association Executives, What is your Goal?

In one word, tell us what your goal is for the upcoming year?





**3 Tips to Establish a  
Successful AE/PE  
Relationship**

**1. Establish Trust**

**2. Create a Partnership**

**3. Have Fun!**

## ESTABLISH TRUST

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- ✓ Open communication (good and bad); agree on consistency and frequency of communication
- ✓ No Surprises! Inclusiveness (decisions, ideas)
- ✓ Emotional intelligence, embracing differences/diversity
- ✓ Get to know each other (values, beliefs, likes/dislikes, hobbies, families, business); Don't wait, **start now!**

**YOUR TURN. . .**

**What do you believe are  
the best ways to establish trust?**

*(PE & AE 3-minute discussion)*



## CREATE A PARTNERSHIP

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- ✓ Team approach to leadership
- ✓ Role Clarity: Who's role is it? Who does what?
- ✓ Know your story and tell it together by creating alignment; make the story relatable
- ✓ Help set each other up for success, prepare for the year ahead

**YOUR TURN. . .**

**What do you believe are  
the best ways to create a partnership?**

*(PE & AE 3-minute discussion)*

# HAVE FUN!

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- ✓ Take the role, not yourself, seriously; stay grounded
- ✓ Surround yourself with good people
- ✓ Celebrate successes (big and small); acknowledge & thank staff/volunteers, show them you care
- ✓ Smile and laugh; Stop and smell the roses – appreciate what you have



# HAVE FUN!

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- ✓ “Hit the Ground Running: The President’s First 100 Days” – Bob Harris
- ✓ “100+ Tips for the Incoming President” – Carolyn Gardner/Bob Harris
- ✓ “President-Elect and Chief Staff Executive Checklist” – NAR
- ✓ “What’s Really Important” PE/AE Chart – NAR
- ✓ NAR website: <https://www.nar.realtor/state-and-local-leadership>

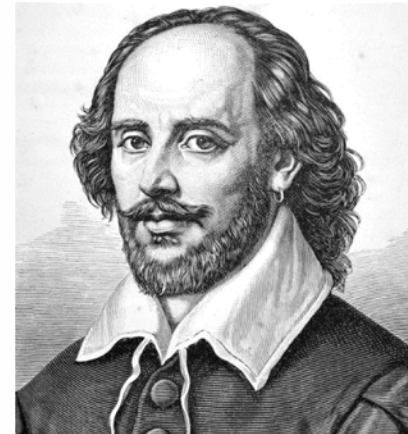
**YOUR TURN. . .**

**What are ways you can have fun next year?**

*(PE & AE 3-minute discussion)*

- *When you don't care about who gets the credit, there's now limit to how high you can climb."*
- *"Enthusiasm is caught, not taught." Mark Twain*
- *"If you wanted something bad enough, you would climb to the moon for it." Ramona Bortman*

- *"A leader sees greatness in other people. He nor she can be much of a leader if all she sees is herself."  
Maya Angelou*





## *Live Content Slide*

*When playing as a slideshow, this slide will display live content*

# **Social Q&A**

## Contact Us

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