



LEADERSHIP PROGRAM APPLICATION FORM

Cultivating the Next Crop of CRE Leaders

The New England Chapter of CoreNet Global is committed to ensuring that future real estate leaders have access to educational resources and networking opportunities with their peers as well as senior professionals to support professional development and growth.

In 2015 the Chapter developed a robust Leadership Program for Young Leaders. This 1-year program is sponsored by the Chapter's Board of Directors and involves senior members of the CRE community as well as outside professionals. The program is open to Young Leaders who are *members of the Chapter* and is limited to 10-12 participants selected through an application process. The program focuses on various topics in corporate real estate as well as professional/personal development to enhance participants' personal brand, skills and leadership abilities. At the end of the program, the class "graduates" at our chapter's annual Awards of Excellence dinner typically held in November.

This is a unique opportunity for a limited class. **Apply today by clicking on this link!**

All fully complete applications are **due Wednesday, November 10, 2021 by 5:00 pm** via email to Ashlee O'Connor at aconnor@bermangrp.com. Questions should be directed to Karyn Houde at khoude@bermangrp.com. Once your online application is submitted, please email Ashlee O'Connor requesting confirmation of receipt. Applicants will receive decisions by December 10 and, if selected, will be required to attend a **mandatory in-person** kick-off session on **Thursday, January 6th from Noon-2:00 pm** and a **mandatory** group coaching session on **Thursday, January 27 from noon-4:00 pm** in downtown Boston.

Program Outline:

SKILLS:

- Leasing Ins and Outs
- Using Data to Make Business Cases
- Effective Engagement with Procurement
- Doing Business Internationally
- Portfolio Planning/Strategy
- Finance for Corporate Real Estate

PERSONAL GROWTH

- Assessments and 1:1 coaching to increase your effectiveness
 - Initial group coaching session - January 27 – noon-4:00pm; downtown Boston
- Business Writing for Effective Communication – late March/early April downtown Boston
- The Art of Presenting – January 19 - 3:30-5:00 pm – downtown Boston

LEADERSHIP

- Conversations on Leadership – lunches with executives throughout the year
- Dinner with the Board's Executive Committee – Feb/March 2022 – 6:00-9:00 pm - Mistral

FINAL PROJECT – Develop and deliver the October educational seminar as a group - **October date TBD with Education Committee**

Applicant Information

Mr. Mrs. Ms. Other: Circle ONE

Date of Birth **(required; must submit proof of age via photocopy of a valid driver's license or passport; no exceptions):**

First and Last Name:

Company Name*:

Job Title:

Company Mailing Address:

City/State/Zip:

Work Phone:

Mobile Phone:

Email Address:

Are you an embedded service provider? Yes No
If yes, please indicate the company you are embedded with:

Proof of full Covid-19 vaccination: submit a clear copy of vaccine card along with application

**Please note that you must identify the company that you work for and receive your paycheck from even if you are an embedded service provider.*

****Applicant age cutoff: 37th birthday cannot occur before July 1, 2022**

Application requirements:

- **Essay Questions below (answers must be typed; please attach separate sheets)**
- **A maximum of ONE recommendation from someone who has worked with you and can comment on your suitability for this program.**
- **Current resume and proof of age as noted above**
- **Proof of full Covid vaccination**
- **Signature and attestation of applicant AND applicant's manager**

NOTE: Do NOT submit any additional material other than what is requested above.

ESSAY QUESTIONS – answer all

1. A) How do you envision your participation in this program assisting you in enhancing your capabilities in your current role and potential future roles? B) How will your participation help other participants enhance their capabilities?
2. Please describe a time in your professional life where you were really stretched beyond your comfort zone. Please describe the circumstances and why you felt “stretched.” What did you learn from this experience?
3. Take a moment to get a clear picture in your mind of a time in your life when you were most proud of yourself as a leader. (It does not have to relate to your current work experience, or any paid work experience.) Write a **brief** description of that time and reflect on what made this leadership experience important to you.
4. What do you find most challenging in your current work role? Most energizing? What are your strongest attributes? What are areas that you wish to focus on from a development perspective?
5. List your CoreNet involvement, if any. **Please be specific** providing dates and descriptions.

Please sign on third page

Authorization of Manager

I, _____ of _____ support
(first and last name) (company name)

_____ as an applicant for the New England Chapter of CoreNet Global's Young Leaders Professional Development Program. I have read the applicant's application and their essay questions. I understand that the Program will require the applicant to dedicate approximately four (4-5) hours per month of the applicant's time for one calendar year in order to successfully complete the program and agree to help the applicant arrange his/her/their work schedule to meet this time commitment. **I also understand that there is a \$1,400.00 service fee should the applicant be selected to participate in the program and my company agrees to pay this service fee when invoiced and by no later than January 6, 2022. I understand that the full service fee must be paid before the applicant is allowed to attend any session.**

Signature of Applicant's Manager: _____ Date: _____

Print Name: _____

Title: _____

Commitment of Applicant

I, _____ of _____ agree that if I am selected into
(first and last name) (company name)

this Program I will make every effort to attend **all** sessions and will participate fully in the final project. I understand that attendance is taken at every session. I also attest that all materials I have submitted are accurate and agree that I will abide by all requirements imposed by the chapter related to masks or social distancing, which requirements may vary over time.

Signature of Applicant

Date