

# Skills for REALTOR<sup>®</sup> Leadership

A presentation for AEI March 2023

- What training do volunteer leaders want?
- What skills are most important to them?

## Data compiled from 200 applications to NARLA in 2021 and 2022

- Applicants were asked open ended questions about leadership
- Their responses were grouped into 6 skill categories.

## The 6 Skill Categories are:

- **Active Communication Skills**
- **Passive Communication Skills**
- **Collaboration Skills**
- **Delegation Skills**
- **Vision Skills**
- **Personal Organization Skills**

# Active Communication

Group Score

91%

**SPEAKER TRAINING**

**55%**

**MOTIVATIONAL SKILLS,  
COACHING AND MENTORING**

**31%**

**PERSUASION AND INFLUENCE**

**5%**

**% OF RESPONDENTS**

# Passive Communication

Group Score

49%

**LISTENING FOR  
UNDERSTANDING/  
ACCEPTING FEEDBACK**

26%

**SOCIAL SKILLS:  
EMPATHY, PATIENCE**

23%

% OF RESPONDENTS

# Collaboration/Team

Group Score

62%

CONFLICT RESOLUTION

18%

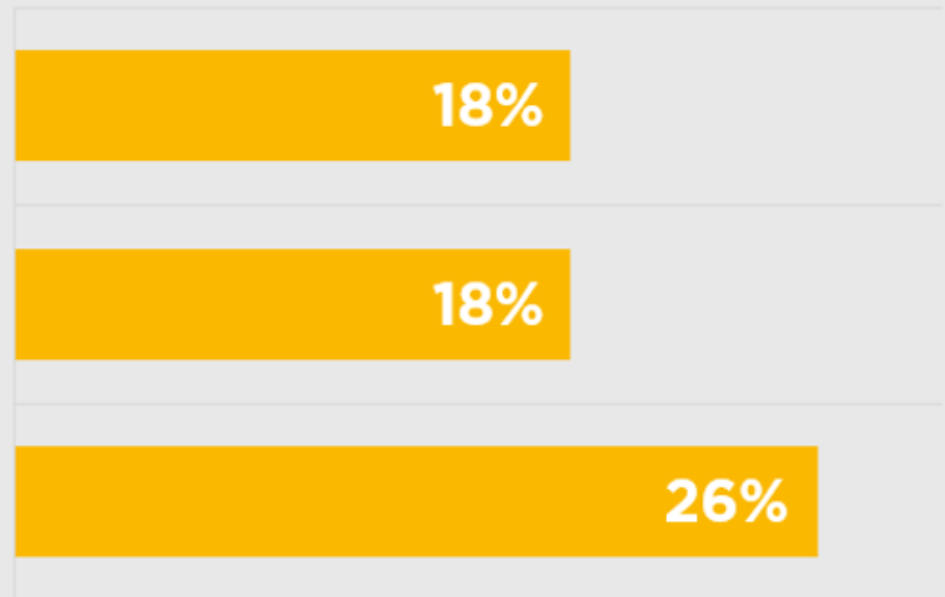
BUILDING TRUST

18%

TEAM BUILDING

26%

% OF RESPONDENTS



# Vision and Planning

Group Score

38%

ORGANIZATIONAL KNOWLEDGE

12%

LONG TERM GOALS/EXECUTION

10%

MOVING THE ORGANIZATION  
FORWARD

16%

% OF RESPONDENTS



# Delegation

Group Score

32%

**DELEGATING/NOT  
MICROMANAGING**

24%

**REMOVING MY EGO**

8%

% OF RESPONDENTS