

THE TOOLS YOU WANT. THE TRAINING YOU NEED.



FUTURE LEADERS

Looking Ahead

MBA Education's Commercial/Multifamily (CMF) Future Leaders Program is an executive leadership development program that delivers a comprehensive curriculum for selected middle- and senior-level managers who have shown leadership interests and high potential.

Open enrollment begins August 1, 2018. All applications are due by November 13, 2018. Visit us at mba.org/futureleaders for complete details.

Participants enhance their skills through three hands-on sessions geared toward customized assessment of leadership skills and their strategic application; business analysis and problem solving; and experiential learning through collaboration, networking, and peer group interaction, culminating in a group project presentation. This program seeks to enhance executive skills and provides an unique opportunity for participants to develop relationships that last an entire career.

**WINTER SESSION:
LEADERSHIP
DEVELOPMENT**

February 9-10, 2019

in San Diego, CA

Held before MBA's
CREF / Multifamily Housing
Convention & Expo (February
10-13, 2019 in San Diego, CA):

- Gain a greater understanding of the characteristics of leadership.
- Participate in MBA's CREF / Multifamily Housing Convention and learn about the important issues facing the commercial real estate finance industry.
- Learn about the 5 Practices of Leadership, receive customized results of a 360 Feedback and chart a leadership development plan.
- Join other MBA members in a cocktail reception at the CREF / Multifamily Housing Convention.

**SUMMER SESSION:
LEADERSHIP
PRACTICES AND
BUSINESS ACUMEN**

June 5-7, 2019

in Washington, DC

**SENIOR LEADERSHIP
MEETING (JUNE 5)**

A one-day meeting held in
Washington, DC:

- This session will focus on perfecting communication skills to position participants for success with executive audiences, including investors, regulators, the media, boards, etc., by facilitating communication of complex and controversial subject matter in an effectual manner.
- Instructors will lead participants through an interactive dialogue on topics such as optimum management approaches and resource deployment to effectuate business objectives as it relates to the barbell demographic and the changing commercial landscape.

- Future Leaders and key influencers will discuss the current political environment and the impact actively engaged CRE members have on future business outcomes.

**LINCOLN LEADERSHIP
INSTITUTE FIELD TRIP
(JUNE 6) AND BUSINESS
SIMULATION (HALF-
DAY JUNE 7)**

- Participants are placed into groups, simulating a high-level management team, and given a relevant business topic. Topics will be developed by existing industry leaders in the CRE industry. The groups will work together to develop a road map and milestones throughout the summer in preparation for their final project presentation in the fall.

NEW FOR 2019! OPTIONAL ADD-ON: EXECUTIVE COACHING

Sam Davis, Partner Camden Consulting Group

One-on-one coaching has tremendous value to emerging leaders as they take on increasing management responsibilities, which is why we've introduced it as part of the 2019 Future Leaders Program. The focus of each coaching process is tailored to the specific business goals and development needs of the individual, and includes six total one-on-one coaching sessions conducted over a six month period:

- Myers Briggs Type Indicator (MBTI)
- 1 in person group coaching session (tied to the MBA CREF Convention in February, 2019)
- 2 calls with participant and their manager
- 3 calls with participant only
- Written development action plan to track strategies and goals

FALL SESSION: PROJECT PRESENTATIONS AND GRADUATION CEREMONY

October 29, 2019

in Austin, TX

Held in conjunction with MBA's Annual Convention & Expo (October 27–30, 2018 in Austin, TX):

- During a special open session, class members present their projects to the selected judges.
- A winning project is selected based on pre-defined criteria and announced at the graduation ceremony.

ABOUT THE PROGRAM

The Future Leaders program incorporates cutting-edge tools to enhance your leadership development, including the acclaimed Leadership Practices Inventory 360. This proven, research-based evaluation tool from leadership experts Kouzes & Posner provides a comprehensive look at your performance that will form the basis of your personal leadership development plan.

In addition, the Future Leaders program includes a day at the innovative Lincoln Leadership Institute at Gettysburg, which focuses on leadership in a stressful and changing environment. Conducted at the site of the Gettysburg battlefield itself, the Institute offers a dramatic and inspiring look at how the lessons of history can guide leaders today.

The Future Leaders program provides networking and development opportunities that are priceless — but also makes available a number of valuable events and tools in one remarkable price:

- Kouzes & Posner LPI 360 Assessment
- Lincoln Leadership Institute at Gettysburg field trip
- CREF/Multifamily Housing Convention & Expo, with special recognition
- Participation in a customized senior executive-level business meeting

Since MBA's Future Leaders program has three sessions that are interrelated, and each is an integral component of the curriculum, participants should commit to attend each session. Class members also participate in conference calls and team meetings related to group projects. **Following graduation, you can join the Future Leaders Alumni Group which enables you to stay connected and expand your network.**

TUITION

Early Bird: \$5,450/person **Regular:** \$5,750/person
Deadline: September 7, 2018 **Deadline:** December 11, 2018
Additional Executive Coaching Program: \$5,000 with application; \$5,250 after application deadline.
Fees do not include travel or lodging.

Tuition includes registration for MBA's Annual Convention & Expo and CREF/Multifamily Housing Convention & Expo, the LPI 360 tool, the Lincoln Leadership Institute, participation in the senior executive business meeting and reception and much more. The rich content, customized and selective approach to leadership development, access to top industry peers and unique networking experience make the Future Leaders Program a truly remarkable value.

Note: Tuition is not refundable after January 2, 2019.

WHO SHOULD APPLY

Applicants who are:

- Commercial/Multifamily real estate finance professionals that have been identified as having leadership skills and high potential to take on leadership responsibilities. Suggested industry experience level: 10+/- years of experience levels (may vary amongst the participant group).
- Full-time employees of Regular MBA member firms or employees.
- Individuals who have demonstrated a commitment to a career in commercial/multifamily real estate finance through professional excellence and achievement.

Participants are selected based on professional and academic achievements and recommendations from their company presidents or chief executive officers (or the equivalent). Additional recommendations are encouraged.

APPLY TO RECEIVE \$2,000 IN SCHOLARSHIP FUNDS

With **MBA's Path to Diversity Scholarship**, applicants can receive up to \$2,000 toward the program cost. mba.org/pathtodiversity

HOW TO APPLY

Complete and return the application via email no later than November 13, 2018 to reserve seating for the Future Leaders program. For additional information, contact:

Mortgage Bankers Association
 1919 M Street NW, 5th Floor
 Washington, DC 20036
 Phone: (800) 793-6222
 Email: lvorb@mba.org

MBA's Future Leaders Program 2019 Application

Please complete and return this form in its entirety. Please include all additional information on a separate sheet of paper. The application deadline for the Class of 2019 is November 13, 2018. Participants will be notified of their selection by November 27, 2018.

Tuition for MBA's Future Leaders Program is \$5,750 (regular, member price) per person and is payable by December 11, 2018. Participants are also responsible for travel and accommodations related to each session. (Note: Tuition is non-refundable after January 2, 2019.)

Section I. Personal Information

MR./MS.	FIRST NAME	MI	LAST NAME	
TITLE				
COMPANY			MEMBER #	
COMPANY ADDRESS		CITY	STATE	ZIP
PHONE			FAX	
EMAIL				
HOME ADDRESS		CITY	STATE	ZIP

Section II. Demographic Information (Optional)

_____ Age _____ Gender _____ Race _____ Sexual Orientation

Section III. Work Experience

Please attach a copy of your resume inclusive of your current position description, education, honors, etc.

_____ Years of full time real estate finance experience _____ Years with current employer

Section IV. Questions

On a separate sheet of paper, please answer the following questions (please limit your response to no more than 200 words per question).

1. Please describe why you want to be part of MBA's Future Leaders Program.
2. What do you feel is your greatest professional accomplishment?
3. Please describe an accomplishment, accolade or achievement in any extracurricular activity of which you are most proud of (e.g., community activity, state and local MBA, etc.).

Section V. President/CEO Recommendation

Please include a letter from your company President/CEO or the equivalent outlining why the applicant deserves a position in MBA's Future Leaders Program. Additional recommendations are encouraged.

Section VI. Executive Coaching

Would you like to add-on this professional development program?
Tuition is \$5,000 at the time of application or \$5,250 after application deadline.

Yes No

Please include completed application package to (with a photo if available):

ATTN: Future Leaders
Mortgage Bankers Association
1919 M Street NW, 5th Floor
Washington, DC 20036
(800) 793-6222
lvob@mba.org

FOR OFFICE USE ONLY

Processed by _____

Date _____

