

THE TOOLS YOU WANT. THE TRAINING YOU NEED.



10TH ANNIVERSARY SPECIAL

Free registration to the Commercial/Multifamily Finance Servicing and Technology Conference 2023 and free enrollment in the CCMS or CRI Designation.

COMMERCIAL/MULTIFAMILY FUTURE LEADERS

Prepare for the Latest Leadership Challenges

SOCIAL, ECONOMIC, AND POLITICAL

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 July 27, 2022. All applications are due by November 15, 2022. 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 a unique opportunity for participants to develop relationships that last an entire career.

WINTER SESSION: LEADERSHIP DEVELOPMENT

February 12–15, 2023 in San Diego, CA

- Gain a greater understanding of the characteristics of leaders.
- Participate in CREF23 to hear about the important issues facing the commercial real estate finance industry.
- Learn about the *5 Practices of Leadership*.
- Receive customized results from the Leadership Practices 360 tool.
- Chart a leadership development plan with your coach.
- Join other MBA members at a cocktail reception during CREF23.
- What is culture and how does it influence business results?
- Discuss the Cultural Competency Continuum.
- Role play and exercises that explore culturally competent behaviors.



**Jeffrey Schummer, CMB,
Vice President of Education
Business Development**

SUMMER SESSION: LEADERSHIP PRACTICES, ADVOCACY AND POLITICAL ACTIVISM, AND BUSINESS ACUMEN

June 14–16, 2023 in Washington, DC

- Perfect your communication skills to position yourself for success with executive audiences by facilitating communication of complex and controversial subject matter in an effectual manner.
- Learn optimum management approaches, resource deployment and effectuate business objectives related to the barbell demographic and the changing commercial landscape.

- Discuss the current political environment and the impact actively engaged CRE members have on future business outcomes.
- Examine the strategic leadership opportunities in Affordable Multifamily housing, including how to close the supply gap and navigate regulatory reform density challenges as well as the impact of Section 8 housing and GSE's, Private Lenders, and CMBS.
- Lincoln Leadership Institute Field Trip and Business Simulation: Simulate a high-level management team, working together to develop a road map and milestones throughout the summer in preparation for a final project presentation on a relevant business topic in the fall.



**Sam Davis,
President of Davis Advisors LLC**

FALL SESSION: PROJECT PRESENTATIONS AND GRADUATION CEREMONY

October 15–18, 2023 in Philadelphia, PA

- During a special open session, class members present their projects to select 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 for one remarkable price:

- Kouzes & Posner LPI 360 Assessment
- Lincoln Leadership Institute at Gettysburg field trip
- CREF/Multifamily Housing Convention & Expo and Annual 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: \$6,400/person **Regular:** \$6,600/person
Deadline: September 7, 2022 **Deadline:** November 15, 2022
Additional Executive Coaching Program: \$5,000 with application; \$5,250 after application deadline.
Fees do not include travel or lodging.
 Email Shawn McGory at smcgory@mba.org for inquiries and application submissions.

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 December 15, 2022. Applications received by September 7 will receive the early-bird price if accepted. Applications received between September 8 and November 15 will receive the regular price.

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.

HELP OFF-SET PROGRAM COSTS!

WE HAVE A SCHOLARSHIP FOR THAT.

MBA's Path to Diversity Scholarship allows recipients to receive up to \$2,000 in education funds. This education opportunity enables employees from diverse backgrounds to advance their professional growth and career development.

Learn more and apply at mba.org/pathtodiversity.

HOW TO APPLY

Complete and return the application via email no later than November 15, 2022 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: smcgory@mba.org

BACK BY POPULAR DEMAND. OPTIONAL ADD-ON: EXECUTIVE COACHING

Sam Davis, President of Davis Advisors LLC

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 2023 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 CREF23)
- 2 calls with the participant and their manager
- 3 calls with participant only
- Written development action plan to track strategies and goals

MBA's Future Leaders Program 2023 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 2023 is November 15, 2022. Participants will be notified of their selection by November 22, 2022.

Tuition for MBA's Future Leaders Program is \$6,400 (early-bird, member) and \$6,600 (regular, member price) per person and is payable by December 1, 2022. Participants are also responsible for travel and accommodations related to each session. (Note: Tuition is non-refundable after (December 15, 2022.))

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 • smcgory@mba.org

FOR OFFICE USE ONLY

Processed by _____ Date _____

