

2017-18 CREW Leadership Academy Schedule

Date and Topic	Description	Facilitator/Time
Friday, October 13, 2017 Leadership Vision and Assessment	This session introduces the cohort, the program and the program facilitator. Expectations and group guidelines will be agreed upon. This session defines leadership, lays out participants' leadership vision, specifically incorporating their values, hopes and career ambitions in the context of the organization. Participants will conduct a leadership self-assessment and set goals.	Jodi Detjen 8:30 – 1:30
Friday, November 3, 2017 Understanding Bias: Challenges & Opportunities for Women in Real Estate	Unconscious biases women have about themselves are an invisible threat to women's careers. This module focuses on helping women recognize and overcome these limiting assumptions through case studies to improve decision-making and risk-taking. Within this context, the systemic biases that exist in the Real Estate industry will be discussed and participants will learn how to manage and overcome these barriers.	Jodi Detjen 8:30 – 12:30
Friday, December 8, 2017 - Promoting Your Value	Participants uncover and overcome resistance to self-promotion and understand the imposter syndrome. They learn how to increase visibility and how to build meaningful networking, mentoring, and sponsorship relationships to accelerate their career - and to model this behavior for their women colleagues. Participants further develop their presentation skills to communicate value, and practice having value-based conversations within and outside of their organizations	Jodi Detjen 8:30 – 12:30
Friday, January 12, 2018 - Understanding Corporate Finance <small>(snow date January 19)</small>	Participants learn about the fundamental aspects of corporate finance in the Real Estate industry. With a simulation, participants will balance variables and feel the pressure of making economic tradeoffs. They will put their skills to the test and learn from their successes and failures. Through expertly facilitated debriefs, they will more confidently understand financial data and make decisions that drive business value.	Megan Fanale 8:30 – 1:30
Friday, February 9, 2018 - Developing New Business <small>(snow date February 16)</small>	In this module, participants learn through case studies and experiential practice how to develop a pipeline of opportunities via networking, membership and events. Participants will develop skills to build referrals, identify trigger events, and win the business.	Ellen Keiley, EMK Consulting Group 8:30 – 12:30

Tuesday, February 27, 2018 - Conference call	Mid program check-in with all participants and facilitator	Jodi Detjen 12 – 1:30
Friday, March 23, 2018 - Managing the Team	This module introduces what makes a successful manager, opportunities for management within Real Estate, the importance of delegating and engaging within the team environment, and how to create an environment to cultivate collaboration and innovation.	Lou Bergholz, Edgework Consulting 8:30 – 12:30
Friday, April 27, 2018 - Bring it Together: Becoming a Strategic Thinker	The final module pulls together the key learnings across the program to transform the participants from individual contributor to strategic business leader. Participants learn how to think and plan strategically, and look at their career with a bigger picture lens. Participants face their resistance to taking risks, getting support and develop a way-forward-plan to measure their progress. Participants also celebrate what they've learned and how they've developed in the program.	Jodi Detjen 8:30 – 12:30
Thursday, May 17, 2018 - Graduation Celebration	Celebrate your growth with your learning cohort, peers, managers, and others from the CREW community	5:30 p.m. - location TBD

Location

All classes will be held at Jones Lang LaSalle's offices, located at One Post Office Square, 26th Floor in Boston MA.

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