



OUR ASSOCIATION MANAGEMENT CONSULTANTS, SPEAKERS, TRAINERS AND COURSES

Faculty and Services Guide

DynamicDirections.com | info@DynamicDirections.com

OUR TEAM: CONSULTANTS, EVENT SPEAKERS & ADVANCED CAREER DEVELOPMENT TRAINERS



Adorna Carroll



Rick Harris



Tamara Suminski



Matthew Rathbun



Kimberly Allard



Robert Morris



Lynn Madison



Matt Difanis



Zola Szerencses



Linda St. Peter



Bill Malkasian



Deb Killian



Maurice Hampton



Nancy Lane



Peter Mosca



Jodee Blanco



Carmen Blanchard



John Letourneau



Patrice Willetts



Al Perry



Christina M. Segura



Chris Duff



Shannon Buss



Brandon Johnson



Karen Becker



Amy Buchas



Kelly Harvey



Maria Cook



MJ Agostini



Melanie Gamble



Info@DynamicDirections.com

- Convention, Keynote and Member Events
- CEO/STAFF Retreats, Consults, Coaching
- Strategic, Scenario and Business Planning
- Mergers, Acquisitions and Consolidations
- Leadership Training and Academies
- MLS Strategic Planning
- MLS Leadership Training
- Private Company Programs and Events
- Broker, Manager, and Team Training
- Advanced Business Management Courses
- Advanced Designation/Certifications
- Governance and Structural Assessments
- Association Finance/Budget Assessment
- Facilities Operation Assessment
- Facilities Renovation Assessments
- Communication Strategies & Toolkits
- Conflict Resolution
- Managing Difficult People and Situations
- Commercial, Auction and Finance
- CE Courses – Commercial Electives
- CE Courses – Original RE Electives
- Webinars, Virtual Skill Workshops
- New Agent Training – The Right Start
- RE Assistant Training Courses
- Skill Development Programs



LEADERSHIP TRAINING, STRATEGIC PLANNING AND LEADERSHIP ACADEMY PROGRAMS

STRATEGIC, SCENARIO OR BUSINESS PLANNING for ASSOCIATIONS



Adorna Carroll



Tamara Suminski



Rick Harris



Lynn Madison

Once leadership training has been done, a high performing MLS or Association requires a fluid and responsive plan so budgets can be aligned to “fund your dreams”. Our team facilitates plans for state and local associations and MLSs of all sizes. We provide a solid structure to incorporate high level mission, vision, core values, strategic pillars and strategic objectives that can function well for years. We can also facilitate business planning for each area to integrate your legacy programs and facilitate brainstorming of programs, products and services.

STRATEGIC AND BUSINESS PLANNING FOR SMALLER BOARDS ON A BUDGET

We have a dedicated team of facilitators who can work with you and your budget to facilitate a plan that provides structure and satisfies NAR Core Standards.

Pricing is scaled to fit small board budgets so contact us today for more information and to schedule your event.



Maria Cook



Matthew Rathbun



Linda St. Peter



Chris Duff



Maurice Hampton



Shannon Buss



Brandon Johnson



Robert Morris



Kimberly Allard



Zola Szerencses

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ASSOCIATION LEADERSHIP TRAINING, COACHING AND LEADERSHIP ACADEMY PROGRAMS



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Melanie Gamble



Maurice Hampton



Chris Duff

Leadership Puzzle Part 1: Legal Responsibilities

BOD roles and responsibilities, How to partner with staff, Fiduciary Duties; Agreements to Serve; Managing Conflicts of Interest, Harassment and Conduct Standards, Importance of governing documents

Leadership Puzzle Part 2: Meeting Management

Open versus closed meetings, Leading productive meetings, Understanding agendas, Managing action items, Sterile minutes, Protocols for virtual meetings

Special Pricing for smaller local associations.

Training is delivered in a specific virtual format by select members of our team. Contact us for details!

Specialty Programs and Keynotes: Ethical Leadership, Authentic Leadership, True Leadership; Spokesperson Training, Leadership for International Associations; Leadership and Social Media, Embracing a Culture for DEI; Leadership Academy Programs; Harassment Training; Race for Association Relevance, Communications Toolkit; Conflict Resolution; Dealing with Difficult People; Harness the Power as a Presenter; Galvanizing Team Culture

DynamicDirections.com

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MLS SOLUTIONS: LEADERSHIP TRAINING AND STRATEGIC PLANNING for MLSs

MLS Boards are very different from Association Boards

Now more than ever, it takes specialized trainers with in-depth background and experience to ensure your MLS board is properly trained and strategically positioned to deal with the ever-emerging issues facing MLS's.

Whether you are Association owned, Regional, Broker-Owned or privately held, we have the field experience, extensive background and industry credibility to help your leadership understand the challenging industry dynamics and crucial business decisions MLS's must make.

Rick Harris and Lynn Madison are ready to help you with Leadership Training, Strategic and Scenario Planning, Mergers/Acquisitions or Consolidations.

MLS Solutions

Looking for MLS specific Leadership Training,
Strategic Planning or Scenario Planning?



Rick Harris
rharris@mind.net



Lynn Madison
Lynn@LynnMadison.com

SOLUTIONS FOR SMALLER ASSOCIATION ON A BUDGET

LEADERSHIP WORKSHOPS, TRAINING AND COACHING PROGRAMS PRICED JUST FOR YOU!

LEADERSHIP TRAINING – SPECIFIC VIRTUAL FORMAT

- Leadership Puzzle 1 – Legal Duties
- Leadership Puzzle 2 – Meeting Management
- Taught by one of our Rising Stars
- Required format to take advantage of the cost savings

LEADERSHIP ACADEMY COACHING SERIES

- Virtual or In-Person Format
- Facilitated by one or more of our leadership trainers

STRATEGIC AND BUSINESS PLANNING

- Virtual And In-Person Formats
- Checks the boxes on Core Standards
- Includes writing the plan
- Facilitated by one of our Rising Stars





ASSOCIATION
MANAGEMENT
CONSULTANTS AND
SERVICES



OUR CONSULTANTS AND SERVICES

- Workshops for CEOs, Staff, Trainers, Leaders, Members
- Executive Team Coaching/Consulting
- Leadership Training, Harassment Training
- Leadership Academy Program Consulting/Training
- Meeting Management Training
- Leadership Training - Virtual Workshop Series
- Budget, Finance and Operations Coaching/Consulting
- AI Tools and Systems for Associations
- Building State/Local Advocacy Programs
- Evaluating Technology Tools/Platforms for Synergy
- Data Solutions and Multi-Market MLS Collaboration
- Diversity-Inclusion Training for Boards and /or Staff
- Pro Standards, Mediation & Administration Training
- Spokesperson Training and Strategic Communications
- AE/CEO Exit Strategy Planning and Consulting
- Developing a Government Affairs Staff
- Building Use and Rent vs Buy Analysis
- Contemporary Business Issues Impacting Brokerages
- Strategic, Business and Scenario Planning
- Ed Director Consulting/Coaching
- Building a Profitable Prof Development Program



- MLS Mergers, Acquisitions, Consolidations
- Board Mergers, Acquisitions, Consolidations
- Team Building and Conflict Resolution
- CEO Contract Negotiation Consulting
- Staff/Structure Assessment Consulting
- Facility Management Consulting
- Interim CEO and Department Support
- Advocacy Funding/Budget Assessment Process
- Inter-department Collaboration Workshops
- AE/Staff Conference Programs, Seminars
- Convention Programs and Member Events
- Instructor Development Training
- Developing Global Business and Outreach
- Reserves, Restricted, Dedicated Funds Analysis
- Workforce Analysis and Interim Assoc Management
- Social Media – Best Practices and Conduct Policies

Leadership, Advocacy, MLS, HR, Professional Standards, Finance, Facilities and Operations, Commercial, Career Development, Global and International Relations, Communications, Strategic Planning, Coaching, Consulting, and DEI Training Team

SPECIALIZED ASSOCIATION MANAGEMENT CONSULTING AND TRAINING SOLUTIONS



Jodee Blanco



Peter Mosca

COMMUNICATIONS SOLUTIONS:

Spokesperson Training,
Communication Toolkits,
Member and Consumer
Communications Strategies,
Dealing with Difficult People



Bill Malkasian - ADVOCACY



Nancy Lane



Linda St. Peter

UNDERSTANDING BUDGETS
AND FINANCIALS, FACILITIES,
PROPERTY AND OPERATIONS
ASSESSMENTS; FINANCIAL
INVESTMENT STRATEGIES



Matt Difanis



Rick Harris



Robert Morris



Adorna Carroll



Kimberly Allard



Matthew Rathbun



Lynn Madison

PROFESSIONAL DEVELOPMENT, ED DIRECTOR TRAINING AND SUPPORT



Matt Difanis



Lynn Madison



Rick Harris

MERGERS, ACQUISITIONS,
CONSOLIDATIONS AND
MEDIATIONS



Shannon Buss



Tamara Suminski

LEADERSHIP ACADEMY PROGRAMS



Robert Morris

DEI AND IDEAS



Zola Szerencses

GLOBAL ALLIANCES

PROFESSIONAL STANDARDS TRAINING,
MEDIATION TRAINING



PROFESSIONAL AND CAREER DEVELOPMENT

SPEAKER BUREAU SERVICES:
**NEED ONE OR MORE SPEAKERS FOR YOUR CONFERENCE, MEMBER EVENT, BROKER SUMMIT,
AE/CEO RETREAT, ADVANCED CREDENTIAL COURSES OR SKILL TRAINING WORKSHOPS?**



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Patrice Willetts



Melanie Gamble



Amy Buchas Lavoie



MJ Agostini



Carmen Blanchard



Meet Our Faculty at:

DynamicDirections.com/our-team/

**WE PARTNER WITH
YOUR ASSOCIATION
TO DELIVER A
NON-DUES REVENUE
INCOME STREAM**

Option #1: Our national trainers are available to teach the NAR, REBI, WCR, RRC Credential courses for you

For the courses that are hard for you to profitably deliver, consider Option #2!

Option #2: Partner with us for one, any, or all, of our open enrollment courses we deliver live virtually

- You pay **NO EXPENSES**
- **YOU PROMOTE** the course to your members
- **WE PAY FOR ALL EXPENSES** to deliver the course - online registration, trainer fee, royalties, rosters, etc
- Students input local /state association in a required field
- **WE PAY YOU** for each student from your association that attends each course
- **Yes, it's that easy!**



Training today's professionals for tomorrow's business.

SOME OF THE MANY DESIGNATION, CERTIFICATION AND CERTIFICATE COURSES DELIVERED LIVE-VIRTUALLY BY OUR NATIONAL TRAINERS



Contact Us – Info@DynamicDirections.com to partner with us for non-dues revenue



AXIS is the premier career development program for real estate educators, trainers, and speakers.

This program helps instructors identify the instructional paths that are available, leverage those options to increase their business opportunities, map out a long-range career business plan to increase earning potential and strengthen the skills that drive meaningful learning experiences.

There is no other course in the marketplace that accomplishes that goal.

This is not a presentation skill workshop -- ***It is a blueprint for instructor excellence!***

For More Info@DynamicDirections.com

COMING SOON!

A singular opportunity for Real Estate Education Directors to secure a Certification that will professionally position them for success.

This two-day experience will empower Education Directors to craft an income producing curriculum for real estate professionals that elevates a culture of learning way beyond the Continuing Education level, hire instructors that enhance the program's profitability and help members increase their business potential.



Leading With Purpose. Elevating With Impact.

Powered by the: **rebi**
Real Estate Business Institute

**THE BUSINESS OF THE PROFESSIONAL
DEVELOPMENT BUSINESS**



Training today's professionals for tomorrow's business.

info@DynamicDirections.com

**ASSOCIATION
MANAGEMENT
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