



December 13, 2011

Dear GWCAR Brokers and Managers:

The Greater Washington Commercial Association of REALTORS® (GWCAR) is celebrating its 30th Anniversary in 2012! We will be rolling out some exciting new programs like the 2012 Mentoring Program led by GWCAR member and Executive Vice President of CBRE, Bruce Pascal and other industry leaders. The Mentoring Program includes an array of classes designed to foster leadership skills. All participants will have access to an invaluable group of seasoned professionals who will share their secrets of success to help them navigate the commercial real estate industry. As a member benefit the cost is **free**. Participants must have 5 years or less in the industry to be eligible.

Attached is the application for the program. We encourage you to promote it within your company. These skills are important components for success in the real estate business as well as in personal ventures.

The Mentoring Program will include seven training classes. All sessions will be held at CBRE, 750 9th St NW, Suite 900, Washington, DC.

If you have any questions, contact Charmaine Flanagan at 301-590-8787 or via e-mail at cflanagan@gcaar.com. Thank you.

Cheers to a successful 2012!

Sincerely,

A handwritten signature in cursive script that reads "Moe Hamilton".

Moe Hamilton
2012 GWCAR President

A handwritten signature in cursive script that reads "S. Bruce Pascal".

S. Bruce Pascal
2012 GWCAR Lead Mentor



**Greater Washington Commercial Association of REALTORS® (GWCAR)
2012 Mentoring Program Application**

Name _____

Company _____

Address _____

E-mail _____ Phone number _____

Years in Business as a Licensed REALTOR® _____

- Criteria:
- GWCAR Member
 - 5 years or less in the industry
 - Limited to the first 20 approved participants
 - Must complete the whole application
 - Must attend 6 out of 7 sessions
 - Must participate in GWCAR's Community Service Project

REALTOR® Committee Experience, if any * _____

Other Volunteer Experience, if any * _____

***Past REALTOR® Committee or other volunteer experience is not a requirement
for selection to the Institute**

Professional Areas of Interest: _____

- **Please attach a resume and 2 reference letters.**
- **On a separate piece of paper, explain in fewer than 250 words why you would like to participate in the GWCAR Mentoring Program. Include details on how your participation would benefit GWCAR.**

Greater Washington Commercial Area Association of REALTORS®
8757 Georgia Avenue Suite 600
Silver Spring, MD 20910
301-590-2000 590-2248 (FAX)
www.GWCAR.org



**Greater Washington Commercial Association of REALTORS® (GWCAR)
2012 Mentoring Program Application**

2012 Session Dates: Participation in the GWCAR Mentoring Program **requires attendance 6 of the 7 sessions.** Participants who miss 2 sessions will be asked to withdraw from the program. The sessions are scheduled for the following dates:

- Tuesday, February 21, 2012 – 5:00 p.m. to 7 p.m.
- Tuesday, April 3, 2012 – 5:00 p.m. to 7 p.m.
- Tuesday, May 15, 2012 – 5:00 p.m. to 7 p.m.
- Tuesday, June 26, 2012 – 5:00 p.m. to 7 p.m.
- Tuesday, September 11, 2012 – 5:00 p.m. to 7 p.m.
- Tuesday, October 30, 2012 – 5:00 p.m. to 7 p.m.
- Tuesday, December 11, 2012 – 5:00 p.m. to 7 p.m.

Fee: As a member benefit, this program is **free.**

Please return this completed application and accompanying documentation to Charmaine Flanagan, GWCAR, 8757 Georgia Avenue, Suite 600, Silver Spring, MD 20910. **Program is limited to the first 20 approved participants.**

If you have any questions, please contact Charmaine Flanagan, Director of Programs, at 301-590-8787 or cflanagan@gcaar.com

Signature of Applicant

Date

Broker/Manager Support: The applicant has the support of his/her firm. This support includes recognition of the time required to participate in the Institute.

Signature of Broker/Manager

Date

Print Name

Name of Firm

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