



FILIPINOHOMES
INSTITUTE *OF* REAL ESTATE

LEADERSHIP & MANAGEMENT SKILLS IN REAL ESTATE

MAY 13, 2020 (WEDNESDAY) | 10:00AM



HOSTED BY:

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SPEAKER: AZELA E. HONOR, REB

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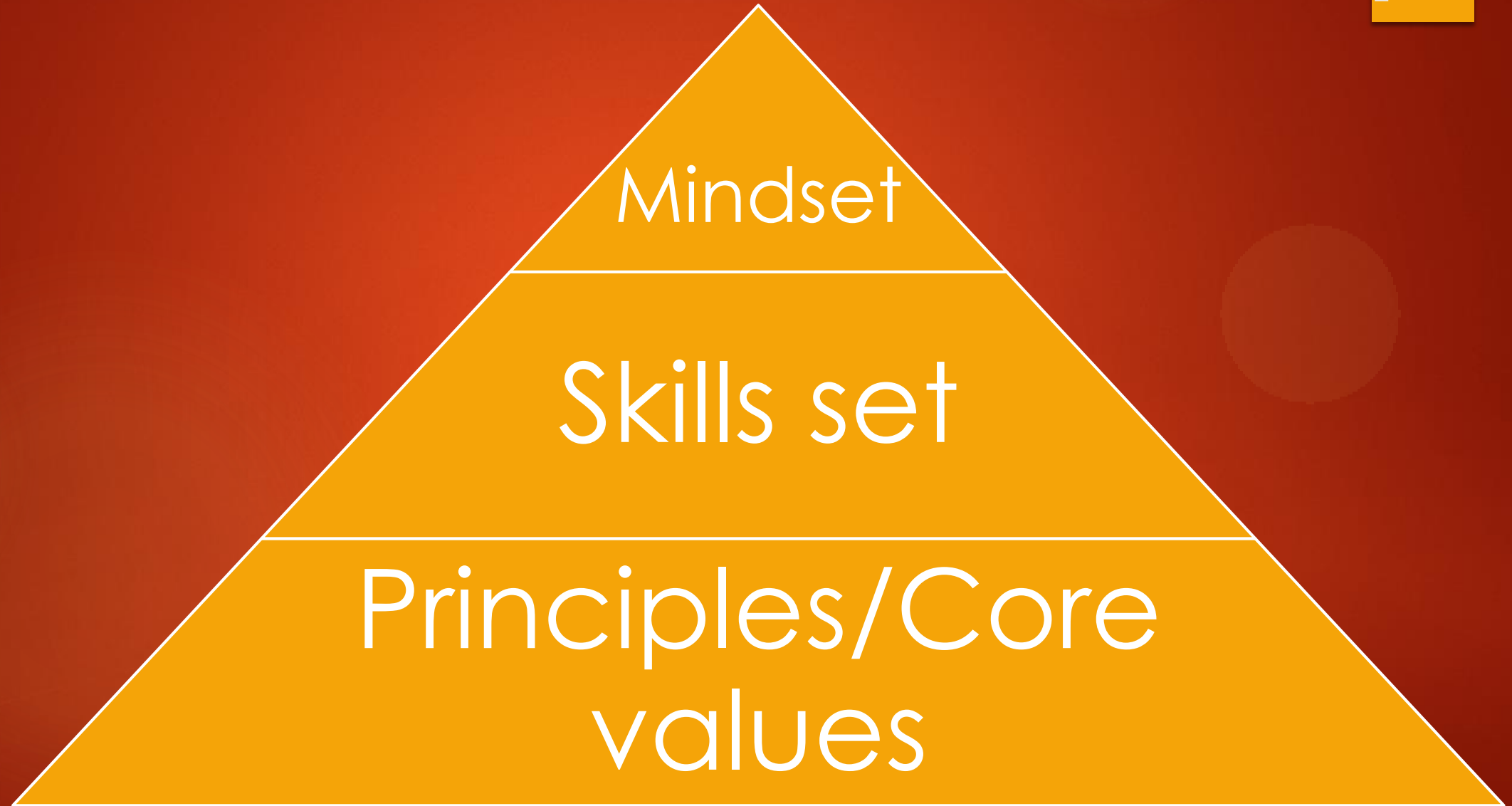
REAL ESTATE

LEADERSHIP

Management Skills



Pyramid of Effective Leadership



The Inverted Pyramid

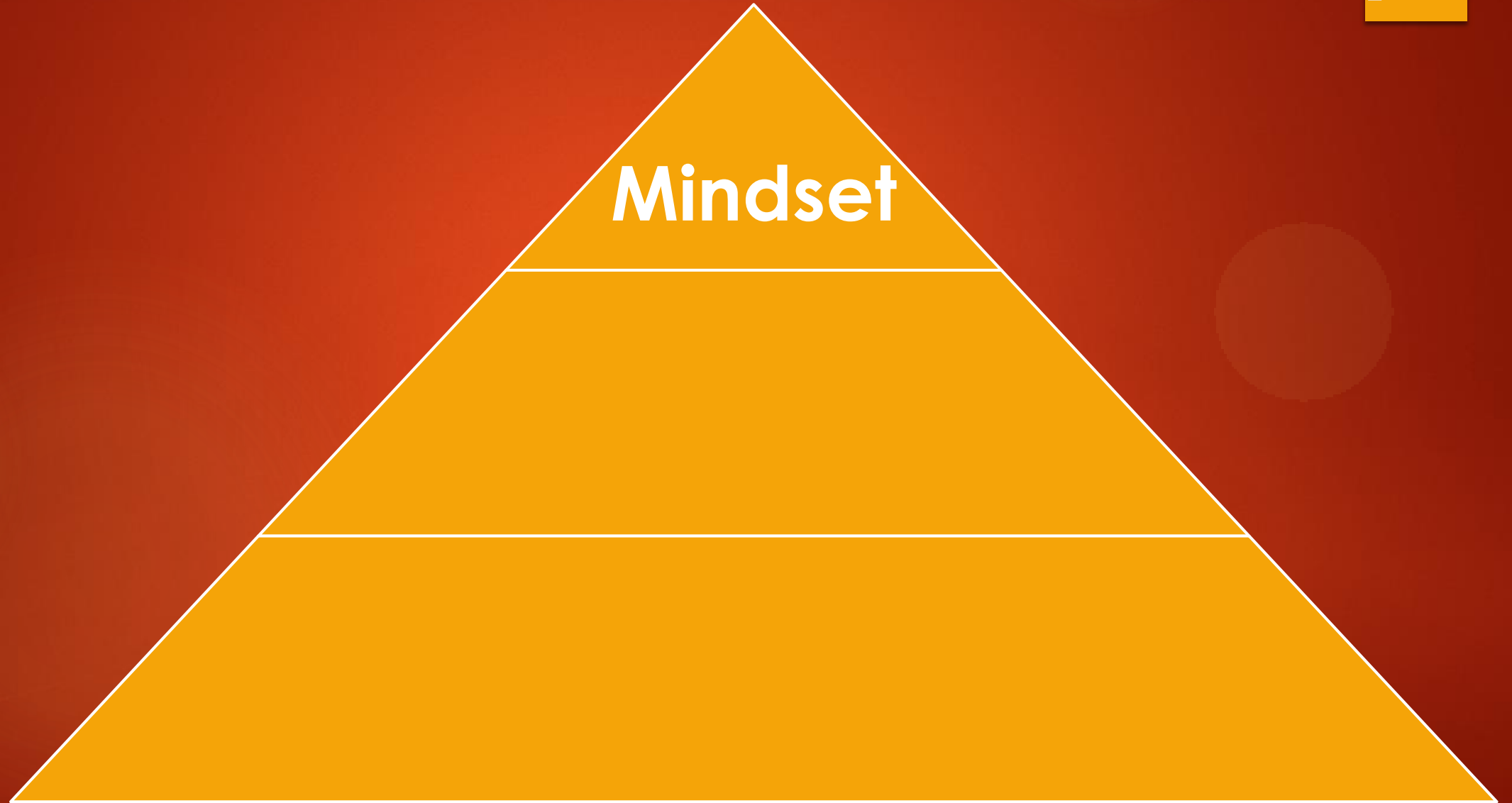


Mindset

Skills set

Principles/ Core
Values

Pyramid of Effective Leadership





Develop a LEADERS MINDSET

GROWTH

FOCUS

OPTIMISTIC

GOAL ORIENTED



GROWTH
is a product of
self-awareness





Stay **FOCUS** and keep yourself away from distraction and procrastination.



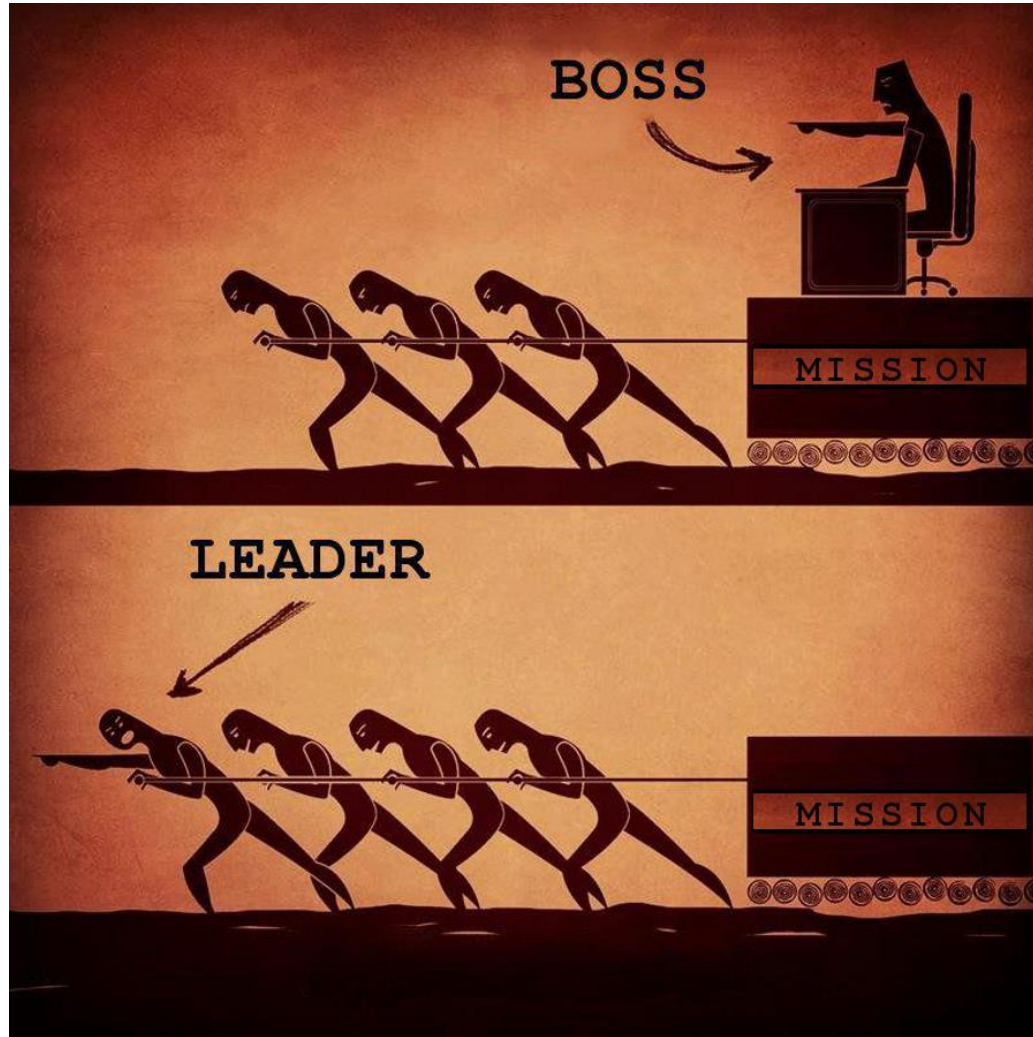
Be **OPTIMISTIC** and confident about the future



PEOPLE FOLLOW PEOPLE WITH CLEAR GOALS

Pyramid of Effective Leadership





**LEAD by
EXAMPLE**

facebook®

 YouTube

 | Instagram

DIGITAL MARKETING SKILLS

Facebook, marketplace, Ads,
Instagram, Youtube





PEOPLE SKILLS

Interpersonal skills allow people to interact well with clients, customers, coworkers, and management.

Pay attention to non-verbal communication cues such as good posture, appropriate eye contact, and friendly gestures.

NETWORKING SKILLS

Develop the skill to CONNECT and COLLABORATE with people of the same interest to help you succeed in your business.



COLLABORATIVE SKILLS

create ACTION plan

increase momentum

efficiently work together





Effective Communication Skills.

YOUR MESSAGE SHOULD BE CLEAR, COMPLETE, CORRECT, COURTEOUS AND COHERENT.

ACTIVE LISTENING TO TEAM MEMBERS.



PUBLIC SPEAKING SKILLS

Develop the skill to ARTICULATELY and CONFIDENTLY speak in front of a group of audience.

Pay attention to your vocal tone, body language, facial expression, and timing.

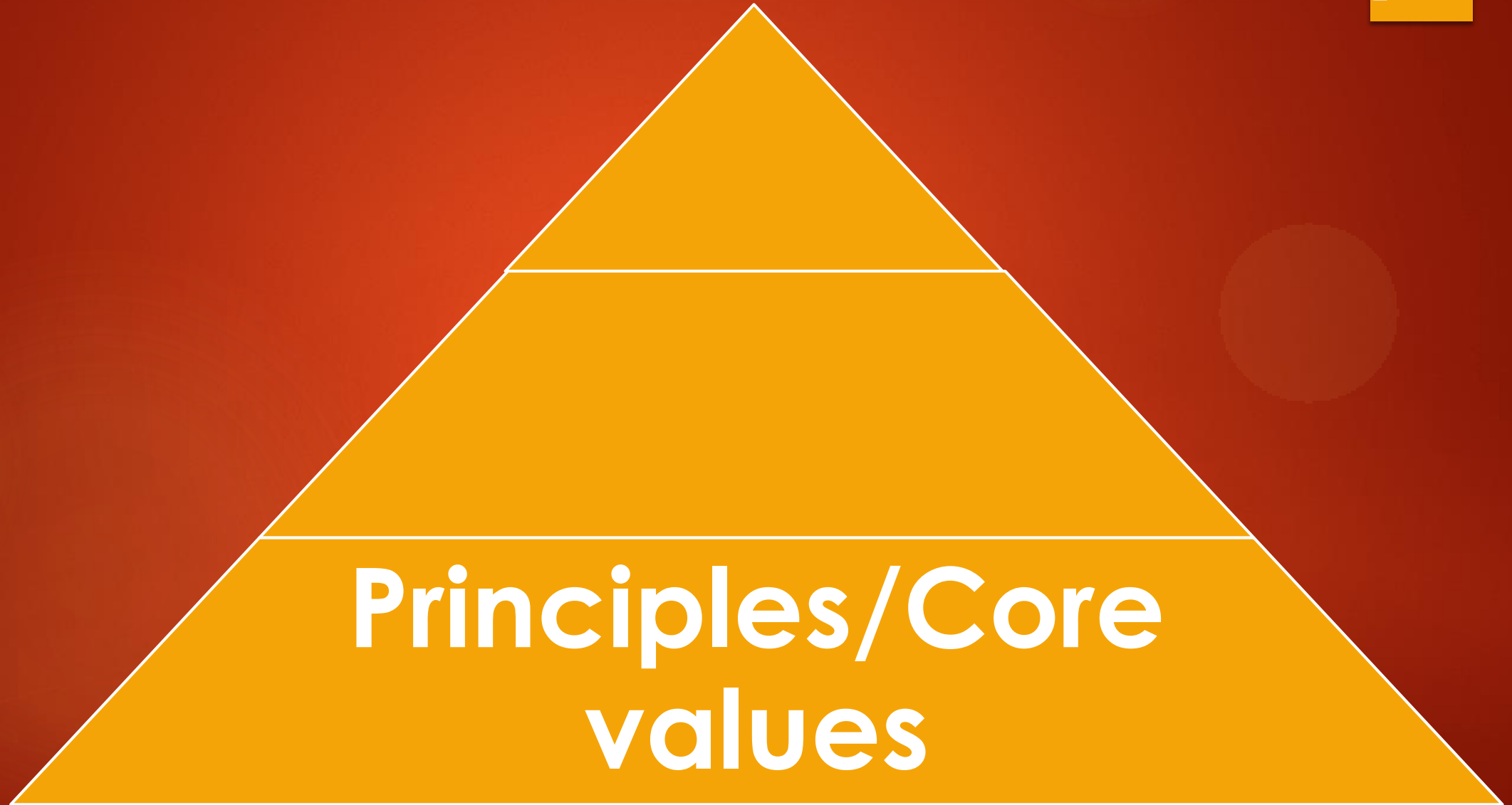


MENTORSHIP

Great Leaders
develop more
Leaders

DEVELOP THE ABILITY TO TURN
ORDINARY PEOPLE INTO GREAT
LEADERS.

Pyramid of Effective Leadership



Leadership

leadership is about taking

responsibility,

not making excuses.

Responsibility and Accountability

WITH GREAT POWER COMES GREAT RESPONSIBILITY. DO NOT USE YOUR POWER TO INFLUENCE SHORTCUTS.



Create a Culture of

RESPECT

RESILIENCE

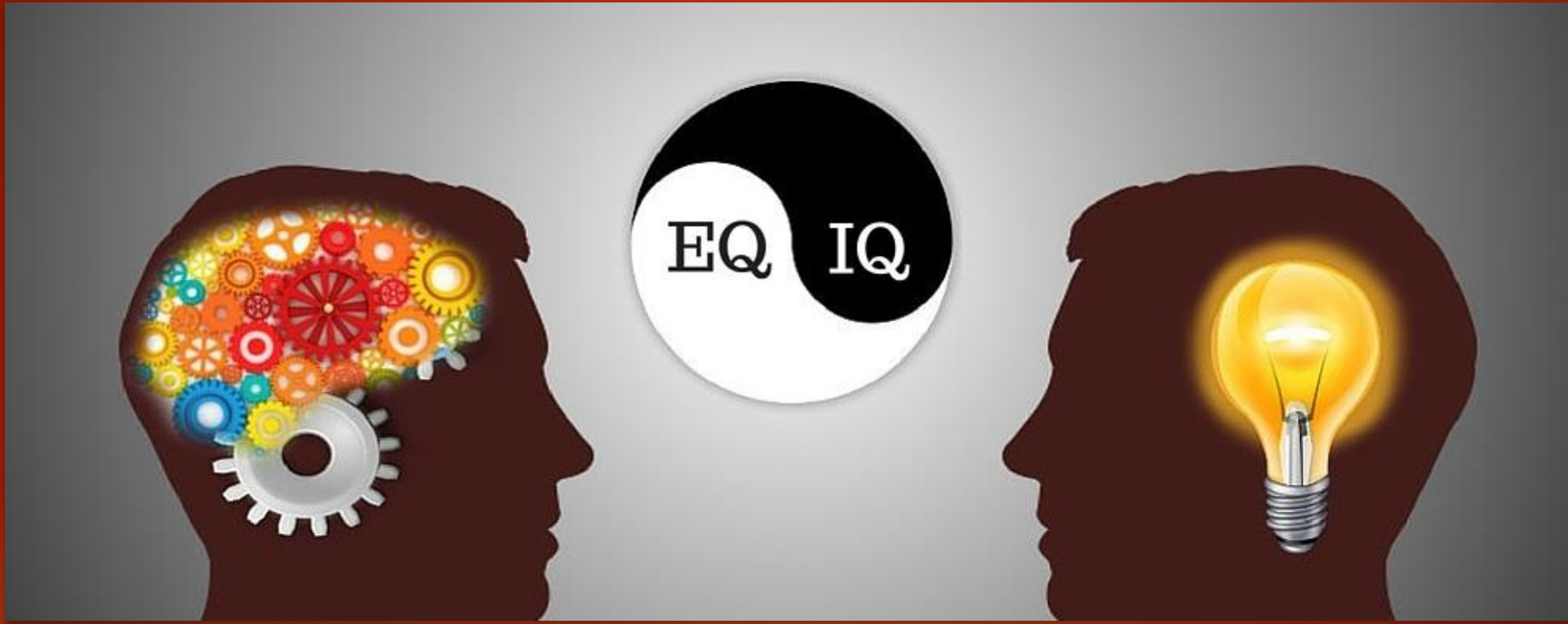
COOPERATION

INTEGRITY

(high morale)

(honest)

(ethical practice)



DECISIVENESS

The ability to make just decision quickly and effectively.

EQ + IQ = SUCCESS



THANK you and
CONGRATULATIONS !!!