



MOVE YOUR CAREER FORWARD WITH AMSA'S LEADERS PROGRAM

Without effective leadership, organizations can falter and not reach their full potential. But leaders don't always come from the executive suites. In fact, the best CEOs often rise through the ranks. The AMSA Leaders Program provides you with the skills to be the most effective leader possible, regardless of your current role within your organization.

This intense five month program offers the latest practical techniques and tools to help you unlock your leadership potential. Participants have access to former program graduates, who have gone on to run successful companies and are available to share leadership lessons they have learned along the way.

WHAT YOU CAN EXPECT

AMSA's Leaders Program is not a program to take lightly. It requires a significant commitment from you and your company. While the majority of work is self-study, you will be required to participate in several conference calls or webinars with your learning group, and you must complete a professional development project to present to your class during the seminar.

Participants will also be required to attend a two-day seminar at AMSA's Education Conference & Expo, and graduates will be introduced to conference participants at the opening general session.

Participants will explore and develop basic leadership and decision-making skills by taking part in weekly, self-guided modules. The group will work with a variety self analysis and analytical tools to gain insights into their own decision-making process and use those reflections to set a course toward understanding and communicating effectively with others. The Leaders Program also covers strategic planning, goal setting, and creating a vision and turning it into a reality.

In addition to the individual self-study portion of the program, participants will have the opportunity to hone their skills through a series of conference calls with their peer group, networking opportunities with leaders in the field, and by reading selected materials suggested by the experts at Leadership Outfitters, AMSA's partner for this program. Participants take the knowledge and skills gained through the course and put their learning into action at an intensive two-day workshop at at AMSA's Education Conference & Expo.

Graduates will have access to exclusive training opportunities, invitations to "Leaders Only" events at AMSA conferences, and the opportunity to participate in Moving Day on the Hill, which is held in conjunction with AMSA's Fall Board and Committee Meetings each September.

PROGRAM TUITION

The fee for the Leaders Program is \$799 (plus all travel-related expenses, estimated to be \$2,000). AMSA requires credit card payment. The card will not be charged until the selection process is completed in October 2018.

LEADERS PROGRAM SCHOLARSHIPS AVAILABLE

The Moving & Storage Institute (MSI) will award four Leaders Program scholarships of \$1,250 each to employees of small moving and storage companies who are AMSA members in good standing. Scholarships will pay for half the tuition and a portion of expenses related to attending the Leaders Program seminar and AMSA's Education Conference & Expo. Each candidate's employer is expected to match and pay the remaining tuition. For scholarship criteria and details on how to apply, please visit the MSI scholarship webpage.

APPLICATION PROCESS

Admission to the AMSA Leaders Program is competitive and open on a space-available basis. Each class is limited to 25 participants. Applications and payments are due by October 9, 2018. If you are selected for the program, you will be notified by email on or before October 20, 2018. If you wish to be considered for pre-approval for the MSI scholarships the application is due by August 31, 2018.

The candidate's application package must contain the following documents:

- This application
- Business resume
- Two letters of reference, one from an industry peer citing the candidate's abilities as a leader and goal-setter; the second from the candidate's CEO, or the candidate's immediate supervisor outlining the candidate's potential, decision-making abilities, accomplishments, and goals. This letter must also include a statement affirming the company's commitment to the program by providing time for the candidate to complete the necessary work and travel to the seminar
- A brief essay describing the reasons they are interested in the program, what he or she hopes to gain from participating, and their long-term goals within the industry
- Candidates applying for a MSI Leaders Program scholarship must include a statement signed by the company CFO and a copy of the company's audited financial statements from the previous fiscal year

Admission to the program will be made by members of the Leaders Advisory Group and AMSA Staff. Selection will be based on the following criteria:

- Candidate's company must be a member of AMSA in good standing
- Candidate's background qualifications: steady career growth within the industry, quantifiable career achievements, track record of continuing education, etc.
- Candidate's goals within the moving and storage industry: strong candidates will demonstrate problem solving skills and strong verbal and written communication skills, as well as ability to work toward a professional goal
- Candidate's interest in leadership: strong candidates will outline the specific leadership skills they possess and key areas they would like to develop
- Phone interview with each candidate based on the application package

Questions may be directed to MaryScott Tuck, AMSA Director of Training & Certification at (703) 706-4985 or mtuck@moving.org.

LEADERS PROGRAM APPLICATION



PROGRAM TIMELINE

August 31, 2018: Application deadline for MSI scholarship pre-approval

October 9: Application deadline

October 29: Self-study program starts

March 23-24, 2019: Mandatory seminar at AMSA Education Conference & Expo

March 25: Graduation at AMSA's Education Conference & Expo

PERSONAL INFORMATION

Name: _____

Title: _____ Length of time in position: _____

E-mail Address: _____

Daytime Phone Number: _____

Fax Number: _____ Cell Phone Number: _____

Company Name: _____

Mailing Address: _____

City, State, ZIP: _____

AMSA ID Number: _____

EDUCATION

Check the highest level of education that you have achieved:

High school Technical school 2-year college 4-year college Graduate Degree

Other (please explain): _____

Industry certifications received: CMC COIC CPL CCA RIM

Other certifications or continuing education: _____

APPLICATION REQUIREMENTS

Applicants must have a minimum of five (5) years of moving industry experience or a college degree, and must have at least two (2) years in a leadership role. The candidate must include the following with their application:

- This application
- Business resume
- Two reference letters (one from an industry peer, one from CEO or immediate supervisor)
- Essay

I have read, understand and meet all the requirements of the Leaders Program and I also understand that I must complete all course work and attend the seminar to receive the AMSA Leaders Designation.

Applicant's Signature: _____ Date: _____

As the candidate's CEO, I understand and I am committing my company's resources, both time and knowledge, to allow our candidate to successfully complete the leaders program.

CEO's Name (printed): _____

CEO's Signature: _____ Date: _____

Once you are notified that you have been accepted to the program there will be no refunds of the application fee.

**SEND COMPLETED APPLICATION PACKET NO LATER THAN
OCTOBER 9, 2018 TO: AMSA LEADERS PROGRAM,
2800 EISENHOWER AVENUE, STE. 200, ALEXANDRIA, VA 22314**

PAYMENT OPTIONS

VISA MasterCard Discover American Express

Signature required for using credit card: _____

Print name as shown on credit card: _____

Account Number (ALL DIGITS):

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Expiration Date:

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