

Over 40 Members Learn to be Humble, Hungry, & Smart

By Andy Murray, Wild Goose Chase, Inc.-Canine Detection & Inspection Services, LLC

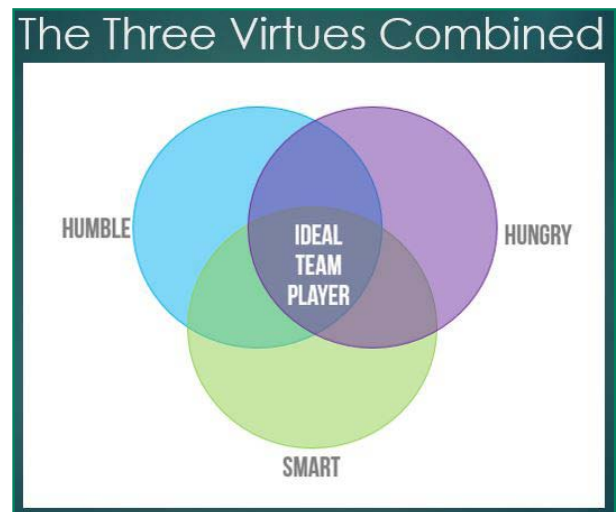


On January 25th, more than 40 members gathered at Continental Towers to attend and engage in a brand new educational offering through BOMA/Suburban Chicago. This first class of the four part Leadership Education Series was titled, "**Identify, Coach, and Become Ideal Team Players.**" Many students admitted that they had no idea what to expect prior to the class, but it was clear from their feedback that the class exceeded their expectations.

My name is Andy Murray, and I've served on the Education Committee since 2012. Over the last seven years, I have taken part in BOMI's Leadership Series as a student and I was also asked to teach the five-part series two years in a row to class sizes averaging 18 students. Although the core concepts of the series continue to hold true, as time went on, our committee decided that the content presented was in serious need of updating. We also knew that creating this type of content from scratch was no simple task. What came next was a decision to put the class on hold for a few years until we found something else to take its place.

Fast forward a few years later to the summer of 2016. I was fortunate enough to attend The Global Leadership Summit held every summer for over 20 years in the Chicago suburbs. If you haven't attended this in the past and you are hungry for leadership education, I would highly recommend it. The summit is a two-day event that is telecast live from South Barrington every August to more than 600+ locations in North America.

During the 2016 conference, I attended a talk given by Peter Lencioni, the author of the bestseller, "The Five Dysfunctions of a Team." Peter was at the summit to discuss and promote his new book, "The Ideal Team Player." After hearing his talk, to say I was inspired by the philosophy I had learned would be an understatement. I remember vividly leaving to go to BOMA's "Day at the Races" event and telling a few members about what I had learned at the conference. Next, I shared the ideas with the owners of my business and we all agreed that Lencioni's model was exactly what we wanted to adopt at our company, and so we did.



Over the next several months, I shared my passion for this book and the ideas in it with the Education Committee. Ultimately, we agreed that teaching this book to our membership would be a perfect way to kick off our new 2018 Leadership Series. This new Leadership Series is being developed for all BOMA/Suburban Chicago members to provide new education that focuses on core leadership skills and topics needed to be successful in the commercial real estate industry.



For those that did not attend the January class, our members heard Angie Casper (JLL), Mike Collins (J.C. Restoration, Inc.) and myself present the "Ideal Team Player." The concept of this model is that an ideal team player embodies three virtues: humility, hunger, and people smarts. The power this combination yields drastically accelerates and improves the process of building high-performing teams.

Attendees learned the what, why, and how the model came to be. They also heard stories of how my team at Wild Goose Chase has implemented the model and the results that we have seen thus far. This

three and a half hour course also included each person taking a self-evaluation, taking part in group discussions, and the sharing of tangible tools that each attendee could begin using immediately with their teams.

Taking part in teaching this course was a thrill for me. I was able to witness our members become as excited as I was when I first learned about this new way of evaluating and coaching up myself, my team members, and future talent. Also, I was struck by the cross section of ages (from 20's to 60's) and the various roles held by the attendees, including property assistants, engineers, property managers, sr. property managers, sales reps, and business owners. This content was broad enough to connect with all ages and roles, but specific enough to feel like you can personally gain value from the time you invested.



Here are just a few of the comments that we received about the class...

"Outstanding discussion on a great topic that resonated with everyone in the room."

Craig Cudzilo, Vice President at Lincoln Property Company

"Really great material and presentation of it."

John Humphrey, Associate Director at CBRE

"I believe that these are skills the younger generation can benefit from going into higher management positions in the future...if an organization incorporated this course into their hiring process, it can change the entire company"

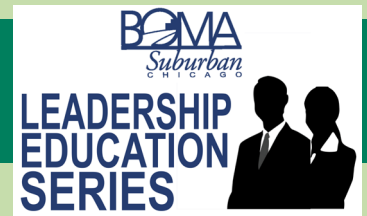
Christina Moreno, Administrative Assistant at American Landmark Properties

"I am so thankful I attended the Leadership Education Series hosted by BOMA/Suburban Chicago...it was enlightening."

Courtney Schmidt, Director of Marketing at Perfection Cleaning & Restoration, Inc.

I hope you will consider joining us for the remaining three classes of the 2018 Leadership Education Series to be held on April 26th, August 23rd, and November 29th. The topics for these remaining courses are being finalized and will be shared over the next few weeks. Each class is a standalone class and although you don't need to have taken the prior classes, the more you can attend the more skills you will be able to advance as it relates to your foundation as a leader. Please visit www.bomasuburbanchicago.com/leadership to learn more.

SAVE THE DATE! Leadership Education Series



**Class 2:
Thursday
April 26**

**Class 3:
Thursday
August 23**

**Class 4:
Thursday
November 29**

Whether you're a property professional, or a vendor, you'll gain valuable lessons on improving your leadership skills in any of the courses in this series. These courses are not cumulative and you can take any in the series that interest or apply to you.