

*“Like a Good Marriage”*

Tips for Making the  
President – AE Partnership Work



**Have defined jobs and responsibilities and make sure you do what each other expects you to do.  
Eliminate false expectations.**

- Create Job Descriptions
- Put Policies in writing
- Communicate
- Be Prepared
- Conduct Annual Review
- Meeting management
- Respect each other's time
- Prepare, prepare, prepare
- Be consistent
- You are a Team
- Be an effective Past President



# Don't assume all things have to be 50 – 50.

- Know what each other likes
- Who speaks for the organization?
- Who makes decisions for the organization?
- Who makes policy?
- No one can be changed
- Lead versus manage
- Be prepared
- Manage your time
- Don't blame others



## **Keep things in perspective.**

- Will this issue matter a week from now?
- Pick your battles carefully
- Avoid surprises
- Don't bother with the little stuff
- Don't micromanage
- Don't move in



# Money is one of the most frequent causes of marital friction.

- Talk about it
- Make sure the Association's finances are in good order
- Have a budget
- Provide accurate financial reports
- Make sure policies are in writing
- Conduct an annual audit
- Make sure there is trust
- What if there's a problem?
- Perks
- Presidential Spending
- National Meeting Policy
- Look for other sources of revenue



## Invest in each other

- Be prepared for the job
- Attend leadership training programs
- Read – REALTOR.org®
- Attend AE training
- Get involved
- Don't be afraid to take risks – Don't be afraid of litigation
- Say thank you
- Take time to laugh – This should be fun



# **Don't discuss your personal problems with your family.**

- Don't air dirty laundry in public
- Members/Staff have long memories
- Personnel problems
- Find support
- Let off steam
- Don't let problems consume you
- Leave the job at home
- Remember, there are no secrets



*“A good marriage is like a hot dish, only those responsible for it really, know what goes in it.”*

*Unknown Minnesotan*

