

The PMA Fellowship Program
Leadership for
Positive CHANGE



Learn Lead Succeed!

A new program has appeared on the property management horizon that is positively changing the industry. It's called the PMA Fellowship Program. The Program goal is to create learning experiences that make a real difference in peoples' lives and professional careers.

PMA Fellowships are available to property management professionals and Associate Members willing to embrace new ideas and create lasting relationships with peers to build a better future for themselves, their companies and their industry. If you want to experience relationship building and education in an exciting environment, the PMA Fellowship Program is for you.

“All of the Fellows who attended the training program changed. Their understanding of leadership changed. Their understanding of mentoring changed. Their appreciation for one another took a positive leap forward. And then the light bulb went off. We realized that we developed a program that can change the world of property management for the better.”

**Gary C. Campbell, CPM, Chairperson
PMA Council of Fellows**

“The Fellowship Program is really about addressing a need that everyone acknowledges exists but no one has come up with a solution until now. There is no other program that is as focused, targeted or beneficial.”

John N. Gallagher, CPM

“The PMA Fellowship Program changed the way I manage my firm. My attitude changed. I am a better listener and communicator. I have learned to hire staff in a way that greatly enhances the likelihood of successful matches. I have learned to alter instincts that often worked against me or were counter-productive to the goals I wanted to accomplish.”

Daryl Steinbraker, Fellowship Participant 2003-2004

The Nuts and Bolts



The mission of the PMA Fellowship Program is to foster professional and personal success for each participant. This mission is accomplished by combining a series of scheduled training sessions and meetings with one-on-one mentoring to help property management professionals address business challenges they are likely to encounter.

The PMA Fellowship Program has a proven track record of:

Offering incredible learning experiences that foster innovation and excellence.

Providing monthly seminars and training programs led by extraordinarily talented and high-impact speakers whose messages help participants address professional challenges needed to improve company and individual performance.

Giving industry peers the opportunity to build career lasting relationships that help them grow professionally and personally.

PMA recognizes that participants have differing objectives and expectations from their involvement. For that reason, participants individually and as a group self-direct the training they receive by identifying topics and discussion issues that have the most meaning to them. Through the sharing of information, experiences and knowledge, the Fellowship Program creates a high-energy environment marked by innovation, motivation and accomplishment.

The PMA Fellowship Program represents a new approach. It is a concept whose time has come.

“Fundamentally, the PMA Fellowship Program gives something meaningful to industry leaders and their organizations that currently does not exist. The Fellowship Program is a vehicle for senior managers and leaders to continue to grow. It is awesome.”

Chris Melson, Fellowship Program Participant, 2003-2004



An Opportunity to Build a Lasting Network

There are no job descriptions to categorize Fellowship participants. Rather, participants must possess certain traits. They must be passionate about their profession and have the desire, intelligence and experience to convert passion into accomplishment. Fellowship Program participants have a unique opportunity to capitalize on their experiences and those of their peers in a confidential and win-win environment.

Fellowships are offered to 15 to 20 leaders of property management organizations and representatives of firms that provide products and services used in property operations.



Confidentiality

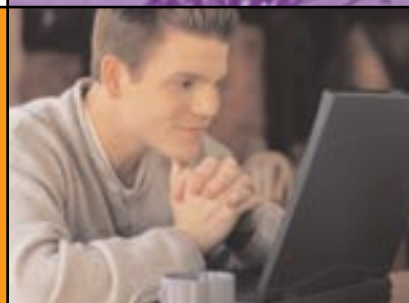
Confidentiality is required to encourage participants to grow as individuals and provide opportunities to develop problem-solving and leadership skills through open and frank discussions. Everyone associated with the Fellowship Program will be bound by the same confidentiality agreement.

The Cost

There is a reason why the Program is called "A Fellowship." A large percentage of the Program's cost is borne by PMA. The Fellowship Program is a signature educational offering available only to PMA members. The cost to participate is \$200 per session. There are 10 sessions conducted annually.

"The Fellowship Program sends your mind reeling to think about new concepts, to focus on broader issues and challenge yourself to make your company operate better and to make yourself a more effective leader."

Casey McCormick, Fellowship Participant 2003-2004



Benefits to Employers

Fellowship recipients receive broad-based exposure to different perspectives and corporate operating systems. PMA Fellowship participants expand their horizons and broaden their reference base by constantly interacting with industry peers. Seeing how 15 to 20 other professional organizations react to common challenges improves decision-making skills and managerial performance.

Fellowship participants focus on the interpersonal side of the business, helping themselves and their employees increase their effectiveness. Applying for a Fellowship makes a statement about the desire to lead and acquire the tools necessary to take the next step required to move from good to great. PMA Fellowship Program participants build their abilities and enhance the contributions they make to their companies, their clients and residents and tenants who occupy their buildings.

"You can't learn if you can't share. You can't have a closed mind and change things."

K. David Meit, CPM, Fellowship Participant 2002

Grant Support is Needed

Grant support is needed. Companies and individuals that support the PMA Fellowship Program will be recognized throughout the year at each of the sessions and in program materials. Program supporters are involved with a ground-breaking leadership program that attracts the best and brightest the industry has to offer. Your support is a vital part of the relationship-building process essential to the success of any business operation.

Sponsorships are available in the following categories:

Benefactors (\$2,500+)

Sponsors (\$1000-\$2,499)

Underwriters (<\$1000)

An Opportunity to Change the World

The PMA Fellowship Program is a catalyst for change within the property management industry, helping people to create better futures for themselves, their companies and those they serve. Those selected for PMA Fellowships are special. They must agree, as part of their Fellowship, to give back to the profession by serving on a PMA committee or in some other capacity for a year.

The Facilitator



**Fellowship Program Facilitator
Walter Finkelstein**

The PMA Council of Fellows recognizes that an organization is only as good as its people. For that reason, the PMA Fellowship Program will be led by a professional facilitator experienced in executive leadership training. He is the energy, the spark, the motivator and the glue that binds 15 to 20 different people so that they enjoy each other to the extent they become confidants of one another. The Program Facilitator does more than attend the monthly seminar and meeting. He serves as coach, cheerleader and when necessary, the engine that keeps everyone focused and moving forward in a positive direction.

The Fellowship Program facilitator is Walter Finkelstein. "Walt" is involved with an international organization of CEOs, called TEC. As a TEC Chairman, he mentors, counsels and guides 24 Chief Executive Officers of organizations with annual revenues ranging from \$7 million to \$750 million. He has served as a TEC Chairman for more than four years where he works one-on-one with CEOs to evaluate business plans and processes, facilitate joint business meetings and increase their effectiveness and lives.

Prior to joining TEC, Walt was founder and Chairman of the Board of NanoFab (formally FAI), a high-tech manufacturer of tools used in research, development and the semiconductor industry. During his career he has started four companies and a nonprofit corporation that was involved in the development of state-of-the-art production equipment designed to replace existing photolithography equipment. He was responsible for corporate organization, strategic relationships and contracts with 23 private corporations, federal laboratories and academic institutions.

The PMA Council of Fellows

Gary L. Campbell
Grady Management, Inc.

Byron L. Christenson, Emeritus

Robert N. Cohen
Daycon Products Company

Walter R. Donaldson
The Donaldson Group

Ronald T. Frank
Southern Management Corporation

Marilyn K. Feucht

John N. Gallagher
Polinger Shannon & Luchs Company

H. Jace Greene, III
Edgewood Management Corporation

Kenneth G. Klimpl
Brook Furniture Rental

David B. Newcome
B.F. Saul Company

Connie J. Patterson
Connie Patterson
Management Company

John R. Potvin
Equity Management, Inc.

Stanley F. Reid, Emeritus

Susan Raine, Emeritus

Sheldon P. Schuman
Schuman, Felts & Everngam Chartered

Dr. Loren Simkowitz, Emeritus

David Taylor, Emeritus

Sharon T. Toepfer
Toepfer Construction Company

PMA Fellowship Application

Instructions: Please complete and return this form to PMA, 7900 Wisconsin Avenue, Suite 305, Bethesda, MD, 20814. By signing below, applicants agree that all discussions at Fellowship Meetings, mentor meetings and other activities associated with the PMA Fellowship Program will be treated with the strictest confidence. Applicants acknowledge that any breach of this confidentiality agreement will result in dismissal from the program without refund of participation fees. Additionally, applicant agrees that if he or she is accepted into the PMA Fellowship Program, applicant will serve on a PMA Committee or in another capacity for a period of no less than one year.

Name: _____

Company: _____

Address: _____

_____ ZIP _____

Phone: _____ FAX _____

E-Mail: _____

Years of property management experience: _____

1. Please attach a current resume detailing your professional experience.
2. On a separate piece of paper, please identify the leadership challenges you and your company face, the issues you would like addressed as a Fellowship Program participant and
3. Describe yourself outside of the work environment.

I hereby agree to abide by the terms and conditions of the Fellowship Program. If accepted as a PMA Fellowship recipient I agree to serve on a PMA Committee or in some other capacity for a year and to abide by the Program's confidentiality agreement.

Signed: _____

The following must be signed by the applicant's supervisor.

I readily support and endorse the goals of the PMA Fellowship Program and hereby agree to provide the applicant the time necessary to participate meaningfully, including attendance at seminars, mentor meetings and other Fellowship Program activities.

Signed: _____

Printed name of signatory: _____

For more information, contact PMA at 301-657-9200, info@pma-dc.org, www.pma-dc.org.

Complete and return to: PMA, 7900 Wisconsin Avenue, Suite 305, Bethesda, MD 20814. FAX: 301-907-9326.

The PMA Fellowship Program Leadership For Positive Change

Property Management Association

**7900 Wisconsin Avenue, Suite 305
Bethesda, MD 20814
Phone: 301-657-9200
Fax: 301-907-9326
www.pma-dc.org**

**"The program was as impressive as the concept. I have been involved with a number of organizations over the years. You don't have the same thought process that you receive from PMA. The Fellowship Program is out-of-the-box and forward thinking. My hat is off to PMA."
Arthur Dubin, Fellowship Program Participant, 2003-2004**

