

# TRIANGLE REALTORS® LEADERSHIP ACADEMY

RALEIGH REGIONAL ASSOCIATION OF REALTORS®

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## FACULTY

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**BO BOYLAN**, *President of Ravenwood Consulting Group, Inc.*

The firm provides a variety of value added sales and marketing services to organizations targeted to enhance productivity and improve profitability. He also is co-founder of Innofen, LLC, a design and manufacturing firm providing products and services to the window and door industry where he remains a member of the company's board of directors.

Prior to forming Ravenwood and Innofen, Mr. Boylan co-founded Sales & Marketing Services Group, LLC and served as the firm's Managing Partner until January of 2005. Before starting his entrepreneurial ventures, he served as Chief Operating Officer and Director of Casco International, Inc., a publicly traded services firm. Mr. Boylan was Vice President of Sales & Marketing for Jancor, Incorporated, part of Citigroup Venture Capital's investment portfolio of high growth manufacturing companies.

Mr. Boylan's 20 years of experience also includes international markets. As Vice President of International Marketing for a publicly traded pharmaceutical company, he managed the firm's entry into Central and South America, Southeast Asia, and Western Europe. Prior to the aforementioned professional engagements, he held a variety of sales and marketing positions with Certainteed Corporation, a leading global manufacturer of building products.

He also serves on the faculty of The American Management Association (AMA) and has co-authored and authored multiple books.

**JIM MANKE**, *CAE, is Founder and President of Association Solutions, Inc.*, a full service association management firm headquartered in Minneapolis. After serving 20 years as executive director of the Minnesota REALTORS® Association, Jim founded Association Solutions 1998. His firm provides full administrative support for seven associations in a variety of professions. In addition, Jim facilitates strategic planning and leadership development programs for associations across America.

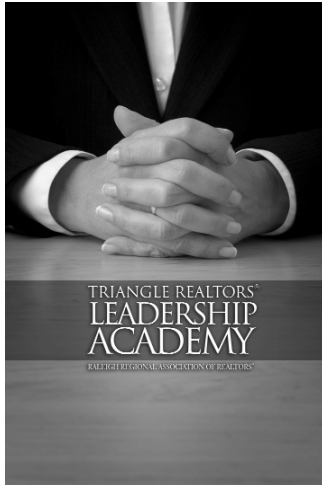
Jim's company exists to help organizations build vision, value and vitality into their operations. Association Solutions consulting client list includes the American Society of Association Executives, the Russian Real Estate Guild, and over 150 national, state and local trade associations.

A graduate of the University of Minnesota with a masters degree in mass communications, Jim also holds the prestigious Certified Association Executive (CAE) designation awarded through the American Society of Association Executives.

**TOM MARTIN AND ASSOCIATES** is a highly experienced, creative, solution oriented, company specializing in coaching, counseling, mentoring, training, planning, and consulting services for Local, State, National, and International Real Estate Organizations and Associations. In addition he provides Leadership Development and Instructor Training Programs.

In 1987, Tom was named "CRB of the Year" by the Colorado-Wyoming Chapter and was voted "Coach of the Year" (the only time it

was ever awarded) by his peers on the Managers' Council faculty, where he holds Master Instructor status. He was the 1989 President of the Managers' Council and is one of only five nationally to ever receive the coveted "Eagle" Award. In addition, Tom has been recognized by the National Association of Realtors through their Educator of the Year program for his long-term contributions to sales, leadership, management, and instructor development programs both nationally and internationally. Tom has always been an active, practicing REALTOR®. He is constantly referred to and sought out by high-end, planned unit ski, golf, and lake developments, trade associations, specialized niche companies, multi-functional brokerages, growth-oriented sales associates, brokers, owners, and managers throughout the world. His clientele constantly draws on his performance management and sales expertise, leadership, coaching and mentoring skills, troubleshooting abilities, and creative organizational and planning capabilities utilizing his 39 years of in-depth, hands-on real estate experience.



### **SHARON DELANEY MCCLLOUD,**

*Owner/President, McCloud Communications LLC*  
Sharon Delaney McCloud is an Emmy Award winning communications professional who brings 18 years of media experience to her clients. Sharon's passionate work ethic is her trademark as she takes her clients' public image to the next level.

Sharon earned a Bachelor of Science degree in Communication from Florida State University before embarking on a career as a television journalist. From the Persian Gulf War to John Glenn's historic return to space to the Super Bowl to hurricanes, floods, politics and entertainment, Sharon has covered a multitude

of stories that have affected people's lives on a daily basis. She also has moderated gubernatorial and mayoral debates throughout North Carolina. Her most influential work, however, has been with non-profit organizations whose mission is to help others.

After leaving television news in 2006, Sharon started McCloud Communications LLC. She has been busy since using her background in journalism and her Six Sigma Green Belt training to help her clients with public relations, marketing and image consulting. Media training has become an important part of her company's portfolio of services.

Most recently, Sharon trained several local executives as they prepared for President George W. Bush to visit their facility with the White House press corp.

### **ED MCMILLIAN, CPA, CAE**

Ed is a Certified Public Accountant and a Certified Association Executive and has spent his entire career in not-for-profit financial management, having served as the Controller of the national office of Associated Builders and Contractors and as the Finance and Membership Director of the American Correctional Association.

He left management in 1993 when the United States Chamber of Commerce named him Faculty Chair for Finance for their Institutes for Organization Management program. He also speaks regularly for the American Society of Association Executives, the International Association of Convention and Visitor Bureaus, the American Chamber of Commerce Executives, the American Bar Association and the American Institute of CPAs.

Ed has also authored five books on not-for-profit financial management.