

## Leadership

Steve Mullock



# Leading for Success

To me, a leader is someone who changes the way people think and what they think about—someone who makes things happen, while at the time attracting respect.

In late 1980s, I was employed by Laurence St Pierre, a Notary Public in the Agassiz-Harrison Hot Springs area. Laurence acted as a mentor and inspired his colleagues through mandatory office coffee breaks. A lot of what I know about leadership has come from observation and a good ear over a few cups of coffee. One key piece of sage advice Laurence shared with me was this: to achieve success, you need to surround yourself with successful people.

The Real Estate Institute of British Columbia (REIBC), along with partner organizations, leads the real estate industry in various initiatives. For example, REIBC—along with UBC and the Open Learning Agency—developed the Bachelor of Business in Real Estate Studies, which is the first-degree program of its kind in Canada. This program is a real estate-focused degree that can be completed through distance learning.

This year we are enjoying a new collaboration with the Planning Institute of BC, the BC Society of Landscape Architects, the BC Institute of Agrologists, and the BC Association of the Appraisal Institute of Canada, in planning the 2004 Land Summit Educational Conference.

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This conference, a pilot project with these five notable organizations, aims to bring together land use practitioners for a multi-disciplinary conference.

In addition, the REIBC, along with Smart Growth BC and the James Taylor Chair in Landscape and Liveable Environments, will assist three communities to plan, design, and build

more sustainable developments. This multi-year project can potentially shift approximately \$4 billion worth of community development in the next three years in a dramatically (and measurably) more sustainable direction.

Leaders develop and maintain collaborative relationships formed during the development and adoption of a shared vision. The Institute continues to foster working relationships with successful organizations for the betterment of its members, the real estate industry, and its communities.

Surround yourself with successful people: wise words indeed. ▲

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