



# Leadership Institute



2016 - Preparing Tomorrow's Leaders Today

Date: \_\_\_\_\_

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_ City: \_\_\_\_\_ ZIP: \_\_\_\_\_

Phone (best number to reach you): \_\_\_\_\_

E-mail Address: \_\_\_\_\_

SRAR Member #: \_\_\_\_\_ Year started at SRAR: \_\_\_\_\_

Do you now or have you ever served on any committee(s) at SRAR? YES / NO

Have you ever belonged to any other REALTOR Association? YES / NO If yes, please tell us which one(s):

\_\_\_\_\_

How did you hear about SRAR's Leadership Institute? \_\_\_\_\_

\_\_\_\_\_

**Real Estate Specialty (check all that apply):**  Appraisal  Auction  Commercial  Counseling  International  
 Land  Property Mgmt.  Relocation  Residential  Other:

**Business/Professional Affiliations, if any (Please include local Association of REALTORS®, CAR and NAR):**

NAME OF GROUP PERIOD OF AFFILIATION POSITIONS HELD OR ASSIGNMENTS, IF ANY (I.E COMMITTEE MEMBER, ETC.)

\_\_\_\_\_

**Community involvement, including civic, religious, governmental, social or other activities.**

*Do not include business/professional activities.*

ORGANIZATION ASSIGNMENT/POSITION DESCRIBE RESPONSIBILITIES

\_\_\_\_\_

\_\_\_\_\_

Please briefly explain why you are interested in participating in SRAR's Leadership Institute Program and why you should be chosen:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

References (optional):

① \_\_\_\_\_ ② \_\_\_\_\_ ③ \_\_\_\_\_

\_\_\_\_\_

*NOTE: Completion of the Leadership Institute does not guarantee a leadership position within SRAR or any other organization.*

## Program Outline

### **Mechanics of an AOR**

Friday April 22, 2016

11am-1:30pm

*This course will cover the relationship with CAR (California Association of Realtors) and NAR (National Association of Realtors), The Danger Report, the SRAR Strategic Plan, an introduction to committees, the roles of leadership on committees, and member benefits, including education resources.*

### **Advocacy and Governmental Affairs**

Friday, May 20, 2016

11:00AM to 1:30PM

*This course will teach participants the importance of advocacy and give an introduction to Governmental Affairs outreach done at the Association. The course will also cover the SRAR Foundation, Realtor Action Fund, Check the Box, and an overview of other organizations that SRAR works with. Opportunity to participate in leg day in Sacramento.*

### **Professional Standards & Ethics/Arbitration**

Friday, June 24, 2016

11:00AM to 2:00PM

*This course covers professional standards guidelines, the National Association of Realtors Code of Ethics, advertising guidelines and Arbitration.*

### **MLS/Technology**

Friday, July 29, 2016

11:00AM to 1:30PM

*This course covers the rules of CRISNet MLS, assessment schedule and hearing panels for violations, as well as tips on how to avoid assessments. Additionally, the course will cover MLS technology, listing syndication, IDX, public websites and understanding listing data.*

### **Goal/Task Setting/Public Speaking**

Friday, August 19, 2016

10:00AM to 2:00PM

*This is a two-part course. The first will help you with planning and goal setting skills. The second part of the course will help you with your presentation/public speaking skills and receive feedback on how to improve.*

### **CAR Long Beach EXPO Trip**

Wednesday, September 28, 2016

9:00AM to 4:00PM

*During this day, participants will be bused to the C.A.R. Expo in Long Beach, CA where they will be exposed to organized real estate on the state level. Time will be allotted for browsing the Expo and participants will sit in on various open meetings.*

\_\_\_\_\_REALTOR Applicants (initial here)

I understand the purpose of the SRAR Leadership Institute Program; and, if I am selected, I will devote the time and resources necessary to complete all six courses of the program. I understand the fee for the program is \$99 and, upon successful completion of all six courses of the program, SRAR will refund \$50 of my fee after the final course. I understand that if I do not successfully complete all six courses of the program, I will forfeit the \$50 I would have otherwise been refunded. I further understand that once I have been accepted into the program and have paid the \$99 fee, no refunds will be given other than the one described above under the conditions described above. I understand the above commitments and agree to be bound by them in signing this application.

Graduates will receive their diploma at the Annual Awards Gala

Applicant's Printed Name: \_\_\_\_\_

Applicant's Signature: \_\_\_\_\_ Date: \_\_\_\_\_

### **Send completed applications to:**

SRAR  
Attn: Oscar Sol  
7232 Balboa Blvd.  
Van Nuys, CA 91406 or Fax to 818-786-4541 or Email to [oscars@srar.com](mailto:oscars@srar.com)