



# LEADERSHIP INSTITUTE



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: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

## Program Outline

### Governmental Affairs & Advocacy

Friday, April 5, 2019

11AM-2:00PM

*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, Realtor Action Fund, Governmental Affairs Director Role, and an overview of Government and also CAR's Field Representative. Lunch will be provided. (Opportunity to attend Legislative Day in Sacramento on Wednesday May 1, 2019)*

### Mechanics of an AOR

Friday, May 17, 2019

11:00AM to 2:00PM

*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. Lunch will be provided.*

### Professional Standards & Ethics/Arbitration

Friday, June 14, 2019

11:00AM to 2:00PM

*This course covers professional standards guidelines and procedures, the National Association of Realtors Code of Ethics, advertising guidelines and Procurring Cause/Arbitration. Lunch will be provided.*

### MLS/Technology

Friday, July 19, 2019

11:00AM to 2:00PM

*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. Lunch will be provided.*

### Productivity Coaching With Susan Rose

Friday, August 16, 2019

11:00AM to 2:00PM

*Learn to change mindset, develop new and better habits and sharpen your sales skills.*

### Bus to CAR Expo in Los Angeles

Wednesday, September 25, 2019

8:00AM to 5:00PM

*A chartered bus will pick you up at the Association where you will be driven to the CAR Expo in Long Beach, CA. You will have the opportunity to walk the expo hall, attend the expo sessions, and attend expo events and luncheons. The bus will then leave Long Beach at approximately 3:30pm and return you to the Association. A lunch stipend will be provided.*

\_\_\_\_\_REALTOR Applicant (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.

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

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

### Send completed applications and \$99 payment to:

SRAR- Southland Regional Association of Realtors  
Attn: Theresa Gonzales  
7232 Balboa Blvd.  
Van Nuys, CA 91406 or Fax to 818-786-4541 or Email to TheresaG@srar.com