

2017 - Preparing Tomorrow's Leaders Today

Date:			
First Name:	Last Name:		
Mailing Address:	City:	ZIP <u>:</u>	
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) a	at SRAR? YES / N	0	
Have you ever belonged to any other REALTOR Association	n? YES / NO	If yes, please tell us wh	nich one(s):
How did you hear about SRAR's Leadership Institute?			
Real Estate Specialty (check all that apply):   Appraisa Relocation Residential Residentia	al 🗆 Other:	LTORS®, CAR and NAR)	
Community involvement, including civic, religious, gove Do not include business/professional activities.  ORGANIZATION ASSIGNMENT/POSITION		ictivities. RIBE RESPONSIBILITIES	3
Please briefly explain why you are interested in participating chosen:	g in SRAR's Leadership Instit	ute Program and why you	should be

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 21, 2017

11am-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 introductions to committees, the roles of leadership on committees, and member benefits, including education resources.

# C.A.R. Legislative Day, Sacramento CA

Wednesday May 3, 2017

Each year, the California Association of REALTORS visits with Legislators in the state capital of Sacramento to discuss issues and bills affecting the real estate industry. You will participate by observing these meetings in person and learn how local and state governments affect our industry.

# **Advocacy and Governmental Affairs**

Friday, June 16, 2017

11:00AM to 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 the SRAR Foundation, Realtor Action Fund, and an overview of other organizations that SRAR works with.

#### Professional Standards & Ethics/Arbitration

Friday, July 21, 2017

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, August 25, 2017

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.

### Goal/Task Setting/Public Speaking

Friday, September 15, 2017

11:00AM 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.

REALTOR	Applicante	(initial	horo)
REALIUR	Applicants	Hilliai	nerer

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** 

Attn: Oscar Sol 7232 Balboa Blvd.

Van Nuys, CA 91406 or Fax to 818-786-4541 or Email to oscars@srar.com