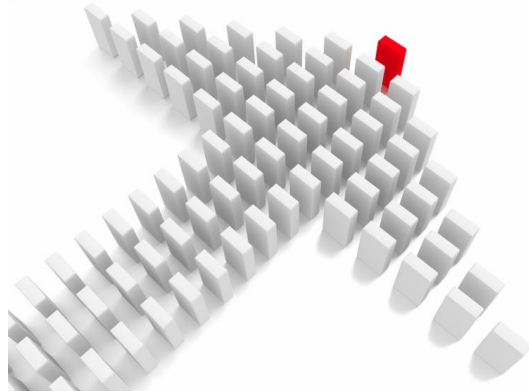


## WHAT DOES LEADERSHIP LOOK LIKE?



It may look a lot like YOU. Think about it.

*Do you aspire to a volunteer leadership role at  
KAAR or perhaps at the state level?*

Maybe you are already on a leadership path and  
wondering what steps to take next.

If so, please read on. You may be among the select few  
chosen to participate in LeadershipKAAR.

## **LeadershipKAAR IS RIGOROUS, PRACTICAL, FUN, AND UNLIKE ANYTHING YOU HAVE EVER DONE ... Because it's been designed specifically for KAAR members who wish to:**

- Learn leadership traits and qualities and how to incorporate them into their lives.
- Discover valuable insights regarding national, regional, and local issues and trends that affect the real estate industry.
- Better understand the people and communities we serve and how the real estate industry impacts them at every level.

Designed after the nation's most prestigious industry leadership programs, LeadershipKAAR offers candidates the opportunity to embark on a journey consisting of a series of five one-day seminars, each focused on a relevant topic. We will convene at some of the area's most beautiful and compelling locations for these offsite seminars, which will be dynamic, inspiring, and a lot of fun! Each will feature top-notch lecturers and riveting material, including NAR's LEADERSHIP 100-300 courses.

### **2018 LeadershipKAAR Sessions:**

#### **Introduction Luncheon – February 21**

*Noon – 2:00 pm*

\*\*\*

#### **Know Thyself – March 6**

Identify leadership traits within yourself and learn to identify areas of strength, skills, and influence: DISC (The Work of Leaders), Life Balance for Leaders.

**INSTRUCTOR: MONICA NEUBAUER**

*ABR, SRES, GREEN, GRI, CRS, SRS, EPro, AHWD, NSA*

*Renowned national speaker/trainer for NAR & real estate associations across the country.*

\*\*\*

#### **What is Leadership? Traits of Effective Leadership – April 11**

*NAR's prestigious REALTOR Leadership Program (RLP)*

Volunteer leaders learn to increase institutional knowledge and strengthen leadership skills. **Leadership 100:** Path to Leadership; **Leadership 200:** Becoming a Leader;

**Leadership 300:** Enhancing Leadership Skills

**INSTRUCTOR: GINGER DOWNS**

*RCE, CAE, IOM, CIPS*

*CEO of the Chicago Association of Realtors*

\*\*\*

#### **The Art of Leadership Communication – May 10**

Addresses fiduciary duties, conflicts of interest, Robert's Rules, public speaking, etc.

**INSTRUCTOR: ADORNA CARROLL**

*DSA, ABR/M, CIPS, CRB, CNE, CRB, CRETS, ePRO, GRI, RENE, SFR, SRS International trainer in association leadership training, strategic & business planning, agency relationships and more. Adorna has also been named to the Real Estate Buyer's Agent Council (REBAC's) Hall of Fame.*

\* \* \*

## **Community Involvement & Government Affairs – September 18**

Discover the impact of leadership on communities, the economy, education, quality of life, housing, and more.

**MODERATOR: KAAR GAD JENNIFER ROCHE,**

*joined by a panel of local community leaders and legislators*

\* \* \*

## **KAAR 101 – October 11**

An Insider's View: Learn about your association's history, bylaws, governance structure, policies, committees, professional standards, and its relationship to TAR and NAR.

**MODERATOR: KAAR CEO LYLE IRISH**

\* \* \*

## **GRADUATION DINNER – October 2018**

**\*\*\* PLEASE NOTE: Full attendance at ALL five sessions is required.**

\*\*\*



Think about it.



*Participants are personally responsible for the \$295 participation fee, which includes the following:*

Introduction lunch  
Five full-day sessions, including lunch  
All course materials  
Graduation dinner with KAAR Directors

## HOW DO I APPLY?

- Complete the application form (click the link below to download).  
*NOTE: Applicants must be active KAAR members for a minimum of 2 years.*
- Submit application to your principal or managing broker.
- Your broker will choose those applications he/she feels qualify and will submit them to KAAR. *NOTE: If you are a principal/managing broker, please secure a letter of recommendation from a respected source.*
- KAAR's Leadership Selection Committee will carefully review all submissions and select no more than 15 to participate in this prestigious program.

**[DOWNLOAD THE LEADERSHIPKAAR APPLICATION HERE.](#)**

**APPLICATIONS MUST BE RETURNED TO KAAR BY COB DECEMBER 27,**

2017.

Brokers, please send your completed submissions to  
KAAR CEO Lyle Irish – [lyle@kaarmls.com](mailto:lyle@kaarmls.com)

**Selection Process:**

*Following broker's submission of applications, participants will be selected by a committee comprised of the KAAR leadership team and two past KAAR presidents. Participants will be selected based on the quality of the applications, geography, specialty, broker's letter of recommendation, applicant's written statement, local association and community involvement, etc. (No more than two participants per firm.)*

