



## LTA program – 2016-2017

The success of any organization is its membership and more specifically, its **leadership**.

At the Arizona Association of REALTORS, we are no different than other great organizations as our leaders are the hub and our members are the engine to move us forward. The AAR Leadership Training Academy is back and open to AAR officers and incoming local association presidents-elect.

We designed this program to help our state and local presidents-elect develop their leadership and communication skills, which will help them not only in their leadership role with the Association but also in their day-to-day business.

The four-module program starts in November and runs through March. Sessions are led by past leaders through a highly interactive format.

### **Module 1: Introduction to Leadership (November 29-30, 2016)**

Explore your personality, communication and leadership traits as well as qualities of effective leaders, learn how personality dynamics affect team building, what makes people inclined to follow others and where leaders go astray.

### **Module 2: Planning for Success (January 18-19, 2017)**

Explore tips to find and manage a committee (including parliamentary procedure), and delve into key elements of strategic and business plans.

### **Module 3: Media and Spokesperson (February 1-2, 2017)**

Tools and techniques to increase comfort level when dealing with the media, highlighting appropriate leadership behavior in responding to members and media.

### **Module 4: REALTOR Organization Structure (March 1-2, 2017)**

Examine AAR's structure, REALTOR® association leadership responsibilities, and awareness of resources available to leaders through AAR and NAR, and steps to get involved at state and national.