



LEADERSHIP INSTITUTE

2021 SCHEDULE OF EVENTS

WELCOME ORIENTATION LUNCHEON

April 12, 2021 | 11AM - 3 PM

This first session will provide Leadership Candidates the opportunity meet and get to know each other. During lunch Candidates will be welcomed by 2021 President, Alex Krumm and CEO, Jeff Arakelian. Professional headshots and a group photo will be taken and candidates will be paired with their mentors. Guest speaker Beverly Pindling will start with ice breaker activities and discuss the traits of a leader. At the end of the day, candidates will have a clear understanding of the program and its expectations.

TEAM BUILDING WORKSHOP

April 13, 2021 | 8 AM - 5 PM

Formerly known as "low ropes," this Portable Challenge Course is designed to foster skills such as leadership, trust, communication and teamwork. The candidates will experience a set of physical and mental challenges and will work together to problem solve, resolve conflict and overcome obstacles.

ADVOCACY, LEGISLATIVE AND PARLIMENTARY PROCEDURES

May 19, 2021 | 9 AM - 3 PM

Candidates will attend a Board of Directors meeting to see planning and boardroom protocol in action and how the strategic plan and meeting agendas guide our leaders. RASM's Government Affairs Director will discuss the role of REALTORS® in influencing policy matters and the laws regarding real estate and private property rights. Learn how Associations are governed and tips for using Robert's Rules of Order and parliamentary procedures. Lunch will be provided.

COMMUNICATE CLEARLY

June 14, 2021 | 9 AM - 3 PM

This highly interactive hands on session with keynote speaker, Anthony Huey will teach you effective ways to communicate your message to a wide variety of audiences you deal with everyday. How you communicate is everything from casual conversation to formal presentation. Attendees will leave with confidence to create content driven presentation, use body language effectively, read and engage an audience, leave a memorable impression, successfully present to a team and so much more. Also includes a session on how to present yourself on Zoom and video.

PAST PRESIDENTS AND ECONOMIC PANEL

July 22, 2021 | 9 AM - 4 PM

The session provides a unique opportunity for networking and discussion among industry leaders, members of the business community, and past presidents of our association. Information and insights from experts focus on diverse topics, including changes in the business and future trends. Lunch Included.

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NAR L.E.A.D. VISION TRAINING

August TBD | 9 AM - 4 PM

The all new REALTOR® Learn. Elevate. Accelerate. Deliver (L.E.A.D.) Vision Course was designed by REALTOR® leaders for REALTOR® leaders, and will focus on creating a well-informed strategy for effectively creating a vision, identifying your style of leadership, and building your skills in active listening and authentic communication.

FLORIDA REALTORS CONVENTION & EXPO

August 25 & 26, 2021 | 8 AM - 5 PM

Known as the premier event for serious REALTORS®, every August the FR Convention & Expo offer opportunities to boost business and the bottom line. Learn success strategies from top industry leaders, the latest trends in high-tech devices and a chance to network with other real estate professionals. This event requires participants to register on their own and pay applicable fees.

ANNUAL MEETING & SOAR EDUCATIONAL EVENT

September 23, 2021 | 9 AM - 5 PM

Participants are invited to the RASM Annual Meeting and the Soar Educational Event. Soar is a one-day event that offers multiple real estate educational tracks based on different areas of interest. Each track will deliver intensive educational experiences that, at the end of the day, will be not only actionable but incredibly valuable.

GRADUATION & FINAL PROJECT PRESENTATION

September 30, 2021 | 4 PM - 8 PM

2021 Participants will present their final projects followed by a graduation ceremony.

LEADERSHIP ALUMNI NETWORKING EVENT

October 7, 2021 | 4 PM - 6 PM

Opportunity to build and strengthen your career relationships and network and socialize with past Leadership Institute participants. Share your experiences, exchange career tips, and build your professional network!



REALTOR® ASSOCIATION
of Sarasota and Manatee
Reach Further.™

