

Curriculum/Content for the DCAR Leadership Institute

Online class: “REALTORS® Excelling in Association Leadership”

- a. Real Estate Issues and Trends
- b. Enhancing Leadership Skills
- c. Meeting Management
- d. Governing Documents and Policies
- e. Legal and Regulatory Activities
- f. Visioning, Planning and Budgeting

Length of class: 3 hours

Classroom Sessions 1 & 2

Length of each classroom session: 7 hours for each session

Topics to be covered:

(These topics are consistent through a number of other association leadership institutes/academies and are in no particular order.)

- a. History and background of NAR, DCAR and local associations (if deemed necessary)
- b. Effective Communications
- c. Press/Media Relations
- d. Leadership Styles
- e. Business/Cultural Diversity
- f. Government/Regulatory Affairs
- g. Risk Management
- h. Professional Standards/Conduct
- i. Strategic Planning
- j. Negotiations
- k. Interpersonal Skills