

Curriculum/Content for the DCAR Leadership Institute

Online Course: REALTORS® Excelling in Association Leadership

1. Real Estate Issues and Trends
2. Enhancing Leadership Skills
3. Meeting Management
4. Governing Documents and Policies
5. Legal and Regulatory Activities
6. Visioning, Planning and Budgeting

Length of course: 3 hours

In-Person Courses #1 and #2

Length of courses: A half-day each

Topics to be covered:

1. History and background of NAR, DCAR and local associations
2. Effective Communications
3. Press/Media Relations
4. Leadership Styles
5. Business/Cultural Diversity
6. Government/Regulatory Affairs
7. Risk Management
8. Professional Standards/Conduct
9. Strategic Planning
10. Negotiations
11. Interpersonal Skills