

# 2025

# LEADERSHIP spaar

*Building Better Agents. Better  
Communities.*

Today's emerging leaders will shape our industry and guide the Saint Paul Area Association of REALTORS® of tomorrow! Leadership SPAAR is designed to identify emerging REALTOR® leaders and empower them to maximize their leadership potential.

In addition to advancing participants' efforts to build successful real estate careers, Leadership SPAAR expands the pool of candidates for future Association leadership by introducing participants to the committee/ leadership structure, strategic objectives and operational practices SPAAR employs to achieve its goal of fostering Better Agents, Better Communities.

**Submission Deadline: Thursday November 14, 2024.**



**BETTER AGENTS ♦ BETTER COMMUNITIES**  
SAINT PAUL AREA ASSOCIATION OF REALTORS®

Send completed applications to the attention of Sheri Richards at [srichards@spaar.com](mailto:srichards@spaar.com) or 325

Roselawn Ave E., Saint Paul, MN 55117

**APPLICANT INFORMATION**

Name: \_\_\_\_\_ NRDS# \_\_\_\_\_

Office: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Number of years working as a REALTOR®: \_\_\_\_\_

**APPLICATION QUESTIONS**

*For questions below add additional pages as needed.*

Describe any leadership positions you have held at your office, association or community.

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Describe any volunteer/service activities you take part in within the community.

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What makes you an ideal candidate for Leadership SPAAR?

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*Optional: Attach your resume or provide the URL to your LinkedIN profile.*

How would this experience contribute to your growth as a leader and real estate professional?

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Describe a critical issue facing the real estate industry today and discuss how you would like to affect it.

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**Please return the completed form by Thursday November 14, 2024.**

Applications will be reviewed by members of the SPAAR Professionalism Committee, who will select participants. Completing this form does not guarantee that you will be selected for Leadership SPAAR. There is no charge to participate in this program.

- If selected, I give my permission to use my name and image and/or written or verbal information in an interview for publication and publicity purposes.
- If selected I agree to commit to attending all Leadership SPAAR sessions.

Applicant Signature: \_\_\_\_\_ Date: \_\_\_\_\_

### **Broker/Manager Recommendation**

Please provide a brief explanation as to why you recommend this applicant for the Leadership SPAAR program and what they will contribute to the program. (Attach an additional page if needed).

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Broker/Manager Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Phone/Email: \_\_\_\_\_

## **LEADERSHIP OVERVIEW – JANUARY, 2025**

Location: TBD

*Leadership SPAAR kicks off with a focus on what it means to be a leader in your REALTOR® Association...and in your real estate business to identify the mindset, skills and leadership experience needed to serve on the SPAAR Board of Directors and Committees, and help you translate your Association leadership experiences into benefits for your business. You will have breakfast and networking opportunities with your fellow Leadership SPAAR class-mates and the current Board of Directors and Committee chairs, some of whom will be serving as your mentor for this experience.*

## **LEADERSHIP ADVOCACY – FEBRUARY, 2025**

Location: SPAAR (Online), 325 Roselawn Ave E

*As a member of the largest trade association in North America, you benefit from advocacy at the local, state and national levels. Find out how it works, why it's critical to your business and why your leadership and support is important in protecting homeownership and our industry. This session will prepare you to attend Housing Day at the Capitol*

## **HOUSING DAY AT THE CAPITOL – Monday March 3, 2025**

Location: TBD

*Get involved with your State Government—meet face-to-face with your legislators on the key issues the Housing Industry faces every day.*

## **COMMUNICATIONS – MAY, 2025**

Location: SPAAR, 325 Roselawn Ave E

*What's the value of working with a REALTOR? Learn how the Association serves as a brand ambassador for your business by engaging with local media on real estate related topics. In this session you will complete media training with seasoned Twin Cities public relations executive and trainer Tracy Kurschner, making you a perfect resource for SPAAR when the media requests local agents for interviews.*

## **PROFESSIONALISM – JUNE, 2025**

Location: The Saint Paul Hotel

*For this session, we'll focus on the National Association of REALTORS® Professional Courtesies and reflect on what professionalism looks like for leaders. In addition, this is an opportunity to enhance your etiquette skills with a luncheon session that focuses on key business dining skills and table manners, introductions and meeting others, showing respect for others, tips on how to be a fabulous guest/host, the importance of writing thank you notes and showing gratefulness, and cell phones for the 21st century.*

## **MN REALTORS® CONVENTION – SEPTEMBER, 2025**

Location: TBD, MN

*What's happening in Minnesota real estate? Find out by spending a day at the MN REALTORS® State Convention.*

## **COMMUNITY ENGAGEMENT – NOVEMBER, 2025**

Location: TBD

*SPAAR takes community engagement seriously, so much so that it's part of our tagline: Better Agents, Better Communities. In this session discover why community engagement is important to association life...and to your business. You'll get an overview of the SPAAR's charitable efforts and our processes to engage members in service to their local communities. Get ready for some hands on experience! We'll be completing a service project to go along with this meeting.*

## **GRADUATION/RECOGNITION AT WINTER SOCIAL – JANUARY, 2026**

Location: TBD

*You're on the agenda to be recognized for your efforts in front of your peers. A press release detailing your graduation will also go out to local media.*