



# SAL Advanced Leadership WORKSHOP SERIES

**REGISTER BY JANUARY 10, 2017**

SAL was named after Sally Lentz-Crouse who was a leader in the multifamily housing industry and a pioneer for all women in the real estate industry. To keep Sally's legacy alive, in 2008 the Indiana Apartment Association began an annual Leadership Retreat. After taking a two-year hiatus to reevaluate, revitalize, and rejuvenate the SAL Advanced Leadership Series, the SAL Task Force is excited to present the 2017 SAL Advanced Leadership Series, featuring four workshops on the 24<sup>th</sup> of every month beginning in January culminating with a leadership retreat May 24-26, 2017.



## How to Fascinate Others

January 24, 2017  
9:00am – Noon

Featuring: Sharlee Lyons, Director of  
Krannert Leader's Academy, Purdue  
University

- Discover and understand the science of Fascination
- Identify brands that fascinate
- Identify your personality archetype
- Create a personal distinction statement

*Sharlee joined the Krannert staff in June 2014 and works on personal and professional leadership development. Her mission in life is to be an encouragement to others and help them realize their strengths and potential*



## IMPROV'ing your Communication Skills

February 24, 2017  
9:00am – Noon

Featuring: Bill Skaggs, CEO, INDYPROV

- Learn the basic of improv to enhance your meeting skills
- Increase your ability to think on your feet
- Explore how to listen effectively
- Understand nonverbal cues to read your teammates

*Bill is CEO and Creative Managing Director of emmy-nominated INDYPROV, a non-profit theatre group that specializes in making people laugh and making a difference in the community.*



## Coaching to Improve Teamwork and Innovate

March 24, 2017  
9:00am – Noon

Featuring: Stefanie Krievins, Strategy  
Coach

- Learn the secrets to asking powerful questions that build trust
- Avoid the unintentional ways distrust and frustration are created
- Better understand your work style and how others perceive it
- Create an accountability structure

*Stefanie is the founder and coach at The Heart Projects – a solution focused coaching practice. With more than 15 years of experience, she helps individuals take responsibility for their own career and confidence*



## Visionary Leadership

April 24, 2017  
9:00am – Noon

Featuring: Tom Meier, Equis Consulting

- Understand how to communicate a clear and concise leadership vision
- Develop and implement a visionary architecture
- Identify methods for increasing employee engagement and visionary ownership
- Leverage team and individual acknowledgements

*Tom Meier is a human resource consultant with more than 20 years experience in the areas of organizational and employee development. His areas of expertise include career management, leadership development, personality assessment, and organizational change.*

At the end of each workshop, attendees will set a goal. In May, the speakers will be back to lead another seminar and review your progress towards goal. These workshops build skillsets beginning with emotional IQ and self-awareness, then effective communication, utilizing those communication skills to lead a team, and finally, driving the team to achieve the vision.



# SAL Advanced Leadership RETREAT

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Dive deeper into the concepts learned throughout the first quarter during an intensive Leadership Retreat at Rawhide Ranch in Nashville, Indiana. Meet at IAA at 8:30am for breakfast on May 24, 2017. The bus to Rawhide Ranch leaves promptly at 9:00am for two full days of leadership training, skills development, and equestrian application. Attendees will return to IAA before noon on May 26<sup>th</sup>. All meals, lodging, and round trip transportation are included.



## Understanding Your Strengths

May 24, 2017  
10:30am – 12:30pm

Featuring: Sharlee Lyons  
Director of Krannert Leader's Academy,  
Purdue University

- Discover and identify individual strengths
- Determine preferred strength domains
- Understand how strengths can bring value to a team
- Incorporate strength strategies to increase output
- Set goals related to utilize strengths of self and others



## Communicating with Comedy

May 24, 2017  
1:30pm – 3:30pm

Featuring: Bill Skaggs, CEO, INDYPROV

- Improve individual and group decision making
- Address problematic behavior in a way that is specific, non-accusatory, and constructive
- Establish relationships with difficult personalities
- Clarify expectations, listen effectively, and articulate responsibilities



## How to be a Leader Who Can Make Things Happen

May 24, 2017  
4:00pm – 6:00pm

Featuring: Stefanie Krievins,  
Strategy Coach

- Learn the stages of change a team transitions through and how different personality styles deal with change.
- Discover the specific leadership style that each direct report may need and how you can adapt for it.
- Identify how you as a leader need to show up to effectively implement change.
- Create an accountability plan so you and your team stay focused on forthcoming changes.



## Visionary Leadership 2.0

May 25, 2017  
10:00am – Noon

Featuring: Tom Meier, Equis Consulting

- Recognize the difference between assertive and aggressive communication styles when setting expectations
- Assess the strengths, weaknesses and opportunities in your current work team and provide feedback as a foundation for development planning
- Learn the type of trust that is most effective in organizations in order to achieve the vision and deliver results.

**Equestrian Leadership Application:** Equestrian leadership training offers attendees the opportunity to practice leadership skills in a safe setting. The ability of leaders to be self-aware, communicate effectively, coach successfully, and motivate others is crucial in today's marketplace. While interacting with horses, attendees will be able to demonstrate their authentic leadership style and recognize their behaviors that limit their professional advancement. Horses act as a mirror, reflecting a person's behavior, providing direct feedback to attendee's leadership style. By observing the horse's ability to follow, aspiring leaders learn how to manage their emotions, consistently communicate, and lead with authenticity. This hands-on application teaches skills quickly in ways that are difficult to achieve in the classroom and in the board room.

This program is designed for executives, department heads, and aspiring leaders with several years of experience leading a team.

# SAL Advanced Leadership Series Registration Form



### Details:

Workshops + Leadership Retreat	\$700	<input type="checkbox"/>
Workshop Series	\$500	<input type="checkbox"/>
Alumni Workshop Series	\$400	<input type="checkbox"/>

### Sign me up!

IAA is going green. We encourage you to register online at [www.iaaonline.net](http://www.iaaonline.net). Call 317-816-8900 for your login credentials. Fax completed registration form to 317-816-8911 or email it to [info@iaaonline.net](mailto:info@iaaonline.net).

Rawhide Ranch is located in beautiful Nashville, Indiana, roughly 75 minutes from IAA's office. All transportation, meals and accommodations are included. Rawhide Ranch provides bunk style accommodations. If you have dietary requests or have questions about the SAL Advanced Leadership Series, please direct them to [brandy@iaaonline.net](mailto:brandy@iaaonline.net).

## Registration Details

Name: \_\_\_\_\_ Position: \_\_\_\_\_

Management Company \_\_\_\_\_ Property: \_\_\_\_\_

Cell Phone \_\_\_\_\_ Email \_\_\_\_\_

## Payment Method

Check Enclosed \$ \_\_\_\_\_  Credit Card (Visa, Mastercard, American Express accepted) \$ \_\_\_\_\_

Name on Card: \_\_\_\_\_ Signature: \_\_\_\_\_

Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

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

Phone # of card holder: \_\_\_\_\_ Email Address of card holder: \_\_\_\_\_

By completing this form, you authorize this transaction and are responsible for full payment and consent to IAA taking pictures to use in future marketing products and on various social media channels.

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