



## MRAA Educational Foundation

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PRESS RELEASE

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### **Applicants sought for new Leadership Development Scholarship**

MINNEAPOLIS — The MRAA Educational Foundation and Spader Business Management have launched the Duane Spader Leadership Development Scholarship and are seeking applicants.

The scholarship was founded to honor the marine industry service of Spader Business Management founder Duane Spader, as well as his leadership philosophy of life-long learning. The recipient, who receives full tuition to attend the Spader Leadership Development Program, valued at \$14,875, must be an employee of a Marine Retailers Association of the Americas retail member. The recipient will only be responsible for their travel expenses.

“The Spader Business Management team chose to base this scholarship on our Leadership Development Program because of the tremendous impact it has on the personal and professional lives of participants,” says David Spader, the program’s principal trainer. “It is the perfect way to highlight Duane’s service to the marine industry and is well-timed since Duane just graduated from the program as a participant.”

The Spader Leadership Development Program is a 15-18-month program for current and future leaders that involves five three-day sessions in Sioux Falls, S.D. In between sessions, participants are tasked with putting what they’ve learned to work in their dealership and tracking the results of those efforts.

Upon graduating from the program, participants will know how to:

- Lead their organization’s culture and strategy
- Improve their leadership and management effectiveness
- Coach their team to higher performance
- Effectively understand and manage each area of Total Business Success<sup>®</sup>
- Hire the best candidates for each position
- Deliver world-class customer service
- Assess and improve their dealership’s organizational health

“The MRAA Educational Foundation jumped at the chance to support the professional development of our industry’s current and future leaders, while recognizing the contributions of one of MRAA’s most dedicated partners,” says Liz Walz, MRAA Educational Foundation Executive Director. “The scholarship represents an incredible opportunity for members to maximize their effectiveness as leaders in their dealerships and the industry at large.”

The 2013 recipient will be announced at the Marine Dealer Conference & Expo, Orlando, Fla., Nov. 17–20, 2013.

For more information and to apply, visit the Duane Spader Leadership Development Scholarship web page: [www.mraa.com/?page=Duane\\_Spader\\_Scholar](http://www.mraa.com/?page=Duane_Spader_Scholar). The deadline for applications is Nov. 1, 2013. Please contact Liz Walz with any questions at 315-692-4533 or [liz@mraa.com](mailto:liz@mraa.com).

#### **About MRAA Educational Foundation**

As part of its mission to create a strong and healthy boating industry, the Marine Retailers Association of the Americas is committed to offering training, education and professional development opportunities to its members and the entire marine dealer community. In 2004, the association launched the MRAA Educational Foundation, a not-for-profit 501(c) 3 corporation, to provide financial support for education, training and professional development in the recreational marine trades. For more information, visit [www.MRAA.com](http://www.MRAA.com) and select "MRAA Foundation."

#### **About Marine Retailers Association of the Americas**

At the Marine Retailers Association of the Americas, we believe that for the marine industry to thrive, the companies that interact with the boater in their community must thrive. Those businesses determine the boater's experience and are the leading factor in the industry's success. The MRAA works to create a strong and healthy boating industry by uniting those businesses, providing them with opportunities for improvement and growth, and representing them with a powerful voice. For more information, visit [www.MRAA.com](http://www.MRAA.com).