

LAND 101-The Fundamentals of Land Brokerage

This 2-day REALTORS® Land Institute (RLI) Land University course introduces participants to the land brokerage specialty.

The course addresses a broad range of topics that include:

- The basics of land brokerage
- Tax deferred 1031 exchanges
- Determining market value
- Property rights and restrictions
- Subdivision and assemblage
- Environmental and regulatory issues



Land 101 counts as credit in the following programs:

1. A required course for the prestigious and highly coveted ALC designation.
2. An elective for the ABR designation.



A "Fast Track" to the ALC designation is available to those real estate professionals who hold the following designations:

**CCIM CIPS SIOR CRE AFM
CAC ARA MAI RPRA AAC**

Please check www.rliland.com for additional details on the Fast Track

Instructors: Lou Jewell, ALC and Dale Fulk, ALC, CAI
 Course Administrator: NC Real Estate Educational Foundation (NCREEF)
 Date: May 4-5, 2010 Time: 8:30 a.m. – 5:00 p.m.
 Class Fee: \$275 if paid registration is received on or before **April 20**
 \$300 after April 20
 Cancellation policy: Cancellation fee: \$50. Must be received in writing by May 1.
 Location: North Carolina Association of REALTORS®
 4511 Weybridge Lane, Greensboro, NC
 Contact: Pam Haire: 1-800-443-9956, ext. 237 or phaire@ncrealtors.org
 CE Credit: This course is approved for 4 hours North Carolina elective credit
NO EXTRA CHARGE FOR CE CREDIT!

NOTE: Please bring any marketing material of your listings or prospect want list. These will be shared and evaluated.

RLI Course Registration Form

Please mail or fax the registration form, along with payment to: NCREEF, 4511 Weybridge Lane, Greensboro, NC 27407
 Phone: 800-443-9956 Fax: (336) 218-0463

Name _____ Company _____ Real Estate License # _____

Address _____ City _____ State _____ Zip _____

Phone _____ Fax _____ Email _____

Cost: \$275 on or before April 20; \$300 after April 20

PAYMENT INFORMATION: Check for \$ _____ (payable to NCREEF)
 Credit card – Visa and Mastercard **only**.

Account # _____ Exp.Date _____ 3 Digit Security Code _____

Signature _____ Total: \$ _____

Please check here if you have a disability which will require services at this course, and attach a description of your needs.

