

MN CHAPTER REALTORS® LAND INSTITUTE

2019 ANNUAL CONFERENCE



August 19th-20th, 2019, Mankato, MN

Mankato is located “at the bend in the river” – the Minnesota River and Blue Earth River converge in Mankato.

Check Mankato’s *visitor center*:

<http://www.visitgreatermankato.com/mankato/visit/visitor-info/visitor-center/>

LODGING: Book Your Room Today!

Call: 507-388-1234 Group Name: RLI Minnesota Chapter
Room Rate: \$119/night (plus tax)–separate from registration cost.

Room rate good through July 30th, 2019 for stays on the 18th and 19th of August with check out on Aug 20th

Land Real Estate: Education, Experience, Expertise. How & Where Do I Get This?!

WHEN: Monday, Aug 19, 2019, 8:00-5:30
Tuesday, Aug 20, 2019, 8:00-3:45

WHERE: COURTYARD MARRIOTT
901 Raintree Rd, Mankato, MN 56001

REGISTER: SAVE THE DATES!

Registrations & fee due Tuesday, July 30, 2019!

Member Cost: \$175 (incl. CE, lunches, speakers)

Non-Members: \$225 (incl. CE, lunches, speakers)

ABOUT:

As the industry’s leading land real estate organization, the REALTORS® Land Institute, “The Voice of Land”, provides the education, tools, advice and networking opportunities that are the foundation for all land real estate professionals to become *the best in the business*. RLI continually strives to maintain its status as the association for a global network of land real estate professionals through providing members with the tools and benefits they need.

Tools for the Land Professional’s Toolbox!

- **4-Hr Course: Industrial Hemp, Kirk Goble, ALC, (4 hrs CE applied for)**
- **3.00 hrs CE: Negotiate with Confidence & Power, Deb Greene, instructor, MN REALTORS®**
- *Hemp Locally*, Terry Dean, ALC; Dan Baker, Fenbiotech
- *Let’s Make Deal\$\$* - Haves & Wants - Where insider deals are shared
- *Emotional Intelligence for Sales Success*, Dave Hanson, WRLS
- *Options for Landowners: DST’s, B10, Charitable Unitrusts*, Chuck Wingert, ALC, WRLS
- *Education, Experience, Expertise*, ALC Panel
- *Annual Chapter Meeting*

Keynote Speaker: Tom Guetzke, Live Happy!

FOR MORE INFORMATION:

Terri Jensen, ALC
National Land Realty
507-382-0908
tjensen@nationalland.com

Registrations due 7-30-2019!!
(as food minimums are required!)

Please see registration page attached & return to Terri Jensen, 1005 Superior Drive, Northfield, MN 55057.

**MN CHAPTER
REALTORS® LAND
INSTITUTE
SUMMER
CONFERENCE**



August 19-20, 2019, Mankato, MN
Courtyard Marriott, 901 Raintree Rd

Tools for the Land Professional's Toolbox!

TIME	TOPICS
Monday, August 19, 2019	
8:00- 8:30 am	<i>What brings you to the conference?</i>
8:30- 12:30 pm	<i>4-hr Hemp Course</i> (4 hrs CE applied for), Kirk Goble, ALC, Instructor
12:30- 1:15 pm	Lunch
1:15- 2:15 pm	<i>Hemp Locally</i> Terry Dean, ALC (planted hemp 2019) & Dan Baker, Fenbiotech (hemp processor)
2:15- 2:30 pm	Break
2:30- 5:30 pm	<i>Negotiate with Confidence & Power</i> , (3 hrs CE approved), Deb Greene, Instructor, MN REALTORS®
6:30-	<i>Dinner at Boulder Tap House, Mankato (Chapter to provide two drink tickets per person: beer, wine, pop, coffee/tea). RSVP's required so the tap house has enough servers for our group & the chapter provides enough drink tickets for all.</i>
Tuesday, August 20, 2019 <i>All About Us – By Us!!</i>	

8:00- 9:00 am	Tom Guetzke, Keynote Speaker, <i>Live Happy!</i>
9:00- 10:00 am	<i>Emotional Intelligence for Sales Success</i> , Dave Hanson
10:00- 10:15 am	Break
10:15- 11:45 am	<i>Options for Landowners</i> , Chuck Wingert, ALC -DST's, Joe Michaletz, Discipline Advisors -B10, Denny Loving -Charitable Unitrusts, Ann Sponberg, Gustavus Foundation
11:45- 12:45 pm	<i>Lunch and Annual Chapter Meeting</i>
12:45- 2:00 pm	<i>Education, Experience, Expertise</i> , ALC panel
2:00- 3:30 pm	<i>Marketing Session</i>
3:30- 3:45 pm	<i>Closing Remarks</i> , Bob Stalberger, ALC, Chapter President

Thank you to Our Partners & Contributors:



Terri Jensen, ALC





Negotiate with Confidence & Power*

Instructor: Deb Greene

Understand how to negotiate on behalf of, and in the best interests of your clients. Discover their needs, concerns, priorities, and motivations. Learn how to deal with difficult negotiators, achieve resolution in transactions, and build a good relationship with the parties.

Deb Greene: REALTOR®, EduTrainer – ABR, CIPS, CRS, Green, GRI, MCNE, SFR Residential & Relocation Specialist, Coldwell Banker Burnet, Wayzata, MN
2013 REALTOR® of the Year, MN REALTORS®

****3.0 hrs CE, approved by MN Commissioner of Commerce for Real Estate Continuing Education***

Industrial Hemp, Kirk Goble, ALC, Instructor (4 Hrs CE Applied For)

The legalization of cannabis in some form in more than 30 states has benefits, perils, and direct impact to real estate practitioners, landlords, purchasers, and tenants and has re-started the Industrial Hemp industry. This course summarizes the history of cannabis use, prohibition, and legalization and examines in detail the impacts to property brokerage, disclosure, opportunities, and pitfalls of industrial hemp for all types of real estate and property management.

Kirk Goble, ALC, REALTOR®, The Bell 5 Land Company, Greeley CO
RLI Land REALTOR® of America, 2013; RLI Excellence in Education Award, 2010; Land REALTOR® of the Year, CO RLI 2006 and many other awards.

Please note that you will need to be able to provide the following information in order to receive CE credit:

- **Name as on your license**
- **NRDS Number**
- **Real Estate license number and state**
- **Physical address**
- **Email address**
- **Phone number**

*Thank you for attending the
2019 RLI Minnesota Chapter Annual Conference!*

Registration Page – please complete and mail registration
and check in the amount of \$175 by **July 30, 2019, to:**

Terri Jensen, ALC
1005 Superior Drive
Northfield, MN 55057

Please make check payable to: RLI Minnesota Chapter

Name: _____
(Please print your name)

Address: _____
(Please print address, city, state, zip code)

E-mail Address: _____
(Please print legibly)

Phone: _____

RLI Member: _____ Yes _____ No

NRDS # _____ MN Real Estate License # _____
(if requesting real estate CE) (if requesting real estate CE)

Participating in Have's/Want's Marketing Session: ____ Yes ____ No
If you checked "yes", Terri will email you a page for completion for the "have's/wants" as that page will include the ability to post a photo of the property you are promoting.

Monday evening dinner on your own will be at Boulder Tap House; two drink tickets will be provided by the Chapter (good on beer, wine, pop, coffee/tea). So that the Tap House has enough servers for us, please provide your "yes" or "no" for dinner Monday evening at Boulder Tap House. ____ Yes ____ No
This will also assist the Chapter in having enough drink tickets for all.

NOTE: registration and checks are due **July 30, 2019** as hotel, CE, etc., all require minimum numbers to move forward. RLI will be required to pay for the minimum number we "guarantee". Your cooperation, then, is greatly appreciated in forwarding your registration & check by 7-30-2019. Please be sure to reserve your hotel room as well – room block rate at \$119/night (plus tax) is good through 7-30-2019 for rooms reserved for the nights of August 18th and 19th with check-out on August 20th. Hotel costs are NOT included in the conference fee.

Speaker Websites – RLI Minnesota Chapter Annual Conference 2019

Minnesota REALTORS® www.mnrealtor.com

Kirk Goble, Bell 5 <http://www.bell5.com>

Tom Guetzke, Live Happy! <https://www.livehappy.me/>



The Pursuit of Happiness! 7 Secrets to a Healthier & Happier You!

Tom is an award-winning speaker and has engaged and entertained audiences around the globe. An eternal optimist, Tom shares the life lessons he learned traveling to over 65 countries on how each of us can boost the happiness in our lives! Tom holds a Masters and studied Positive Psychology at Penn University and is also a licensed real estate broker in Minnesota.

Joe Michaeletz, Discipline Advisors www.disciplineadvisors.com

Denny Loving, B10

Florence Sponberg, Gustavus Foundation

*Thank you to all of our speakers! Check out RLI Minnesota Chapter's new website:
<https://www.RLIMinnesotaChapter.com/>*

Partner/Sponsor Websites:

Special thanks to our partners! We appreciate the opportunity to refer these businesses to our members and associates.

Discipline Advisors: <https://www.disciplineadvisors.com/>
(Gold Partner)

Land Hub: <https://www.landhub.com>
(Silver Partner)

National Land Realty: <https://NationalLand.com/Terri-Jensen>

Wingert Realty: <http://www.wingertrealty.com/>

Whitetail Properties: <https://www.whitetailproperties.com/>