

Land 101: Fundamentals of Land Brokerage

Instructor: Kirk Goble, ALC

Saturday/Sunday, August 17-18th, 2019 8am-5pm
Wingert Realty & Land Services
1160 South Victory Dr.
Mankato, MN 56001
16 Hrs CE applied for in MN



*Education, experience, expertise with land. How & where do you get this?
Attend this course; then stay for the Chapter's Annual Conference on August 19th/20th!*

The RLI Minnesota Chapter will offer the ALC required class, *Land 101: Fundamentals of Land Brokerage*. This course is the perfect introduction to the land specialty. Whether just entering the land real estate industry or looking to refresh on the basics, attendees will acquire knowledge to more confidently assist clients. This course provides a strong foundation for any real estate professional looking to perform land transactions.

After taking this course, attendees will have the:

- Expertise to navigate various environmental, land-use rights & restrictions, and taxation factors associated with land transactions.
- Confidence to identify, describe, map and value the different types of land real estate.
- Competence needed to help clients through the 1031 tax-deferred exchange process.
- Knowledge to strategically market and sell properties.

REGISTRATION DUE JULY 30, 2019!!

COST: ALC \$350 • RLI Member \$400 • Non-Member \$450

Reserve your spot by completing the information below and mail your registration, along with a check made payable to RLI Minnesota Chapter, 1005 Superior Dr, Northfield, MN 55057. Contact Terri Jensen, ALC, with questions: 507-382-0908 tjensen@nationalland.com

Name: _____

Company: _____

Mailing Address: _____

Email Address: _____ Phone: _____

License # and State: _____

NRDS # _____

Registration deadline is Tuesday, July 30, 2019. Cancellations: \$50 if done 30 days prior to class: \$100 if less than 48 hours. No refund or credits will be given to registrants who do not cancel and do not show up for the course. CE has been applied for & if obtained, registrants MUST arrive on time and sign-ins will be required throughout the course.

Includes lunches Sat/Sunday; surprise in the evening on Saturday – including food and drinks out on Lake Washington.

Hotel reservations can be made at Courtyard Marriott, 901 Raintree Rd, Mankato, MN: 507-388-1234. Course room rates under RLI Minnesota Chapter at \$149/nite Friday/Saturday, August 16, 17th with check-out on the 18th. Hotel costs are NOT included in course registration fee.