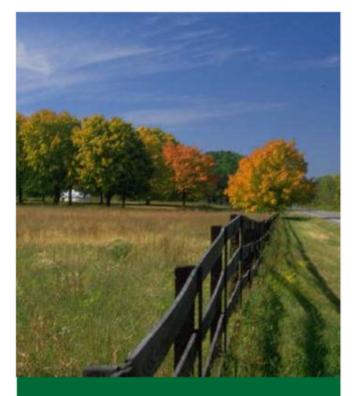


# **LAND 101**



**INSTRUCTOR** Joel King, ALC

**DATES** April 25-26, 2022

**LOCATION** Coeur d'Alene, ID

Mail Registration Forms to:
PNW Chapter RLI
Flo Sayre
1816 N 20th Ave
Pasco, WA 99301

### CONTACT INFORMATION

P: 509-539-3161 E: flo@landandwildlife.com

For more information about the REALTORS® Land Institute, please call 800-441-5263 or email RLI@realtors.org

# The Fundamentals of Land Brokerage

This 2-day **REALTORS®** Land Institute (RLI) Land University course introduces participants to the land brokerage specialty. As a result of taking this course you will:

- Understand the basics of land brokerage
- Determine if a tax deferred 1031 exchange is a viable option
- > Calculate market values of land investments
- > Define property rights and restrictions
- Be able to consider environmental and regulatory issues in a land transaction

## Location: Coeur d'Alene, ID

Best Western Coeur d'Alene Inn Coeur d'Alene, ID 83814 208-765-3200

Marketing Session to follow Land 101 Course (optional) Wednesday, April 27<sup>th</sup>, 2022

#### Course Fees

Course rees	
ALC Members	\$425.00
RLI Members	\$465.00
Non-Members	\$495.00
RLI Membership (optional)	\$445.00
RLI Marketing Session – 4/27/22 (optional)	\$110.00
Late Registrant (after April 19th)	\$125.00
Class Attendee	\$50.00

Land 101 counts as credit in the following programs:

- A required course for the prestigious and highly coveted ALC® Designation.
- An elective for the ABR® Designation.
- 16 hours of Continuing Education (CE) for real estate professionals in WA, OR, ID, MT & CO. Check with your Course Administrator for further details.