



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

# 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**

**Instructor:**  
Ben Crosby, ALC, CCIM

**Course Administrator:**  
®REALTORS Association of Lake & Sumter Counties, Inc

February 21-22, 2017

8:00 AM – 5:00 PM

**Location:** Realtors Association of Lake & Sumter Counties, Inc  
3001 State Road 19  
Tavares, FL 32778  
(352) 343-3003

\$325 if registered by Jan 31<sup>st</sup> —  
\$375 after

**Registration Deadline—**

Feb 15<sup>th</sup>

**Questions?**  
Nanette Milton  
nanette@ralsc.org

### FREE MEMBERSHIP IN RLI Florida for remainder of year once you become a member of RLI National

Students who successfully complete Land 101, who have never been members of RLI, and are members of the National Association of REALTORS® or who join NAR through RLI with an annual payment of \$75, are eligible to receive a FREE membership for the remainder of the year for the Florida RLI chapter.

### 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
- 11 hours specialty CE credit (FL real estate licenses only) may be available

Reserve your space by returning the registration form with payment (payable to **RLI Florida**) to:  
Clay Taylor, ALC \* CBC Saunders Real Estate\* 114 N. Tennessee Ave, 3rd Floor, Lakeland, FL 33801\* Fax (352) 343-7876  
Check enclosed, payable to **RLI Florida**      Send PayPal Invoice (Credit Card Payments)

Name: \_\_\_\_\_ Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

E-mail: \_\_\_\_\_

NAR ID: \_\_\_\_\_ License # and State: \_\_\_\_\_

*Cancellations: No charge if done 60-days prior to the class; \$50 if done 30-days prior; \$100 if done less than 48 hours.  
No-Show: No refunds or credits will be given to registrants who do not cancel or show up for the course.*