



# YOU'RE INVITED!

## LAND 101: FUNDAMENTALS OF LAND BROKERAGE

LANDU Course | 16 ALC Credit Hours | 8 CE Credit Hours

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 and 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.

HOSTED BY THE RLI  
FLORIDA CHAPTER

### LOCATION

Oxford Memorial Center  
3779 CR 203  
Oxford, FL 34484

### DATE

March 21-22, 2023

### INSTRUCTOR

Ben Crosby, ALC

### PRICE

ALC Member: \$300  
RLI Member: \$500  
Non-RLI Member: \$600

### REGISTER

<http://www.rlifl.com/EDUCATION.html>

### CONTACT US

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RLIFL.COM



RLI FLORIDA CHAPTER



## **Course Registration Information**

Registration can be done online through RLI Florida's website ([www.RLIFL.com](http://www.RLIFL.com)) – under the Education Tab. All payments on the website will be done via PayPal.

Please check member type:

ALC Member (\$300)

RLI Member (\$500)

Non-RLI Member (\$600)

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

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

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

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

Phone Number: \_\_\_\_\_

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

Company Website: \_\_\_\_\_

## **Course Payment Information**

Circle payment method:    Credit Card    Check

Credit Card Number: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ Security Code: \_\_\_\_\_ Full Name on Card: \_\_\_\_\_

Cardholder signature: \_\_\_\_\_

If paying by check, please mail payment in with this form to:

RLI Florida Chapter RLI  
Clay Taylor  
1723 Bartow Road  
Lakeland, FL 33801

