



YOU'RE INVITED!

Subdivision Land Development

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

Subdivision land development course will cover all aspects of selecting, purchasing and developing residential subdivisions. The processes taught in the course will focus on the division of large land tracts into smaller parcels - residential lots and the associated decision making and problem-solving skills. These skills will be useful for the student by creating benefit for the community, improving the community's tax base and helping meet the needs of the market, while providing students with new revenue opportunities as a Subdivision Development specialist. This course is designed for not only land agents and land developers but also residential and commercial agents by providing a glimpse into the entire process from the raw land to sold out to the final development.

After taking this course, attendees will have the:

- **Expertise** to understand the processes for developing, marketing, and financing sub-divided tracts of land.
- **Confidence** to outline subdivision concepts ranging from parceling a larger tract of land into smaller acreage to the full-scale development of a mixed-use subdivision.RL
- **Competence** to utilize methods for identifying appropriate sites.
- **Knowledge** to demonstrate procedures for combining financial capital with raw land within a marketing strategy, which leads to converting the developed product to cash.

HOSTED BY THE RLI
FLORIDA CHAPTER

LOCATION

Class to be held Virtually
AND at the Pinellas
Realtor Organization &
Central Pasco Realtor
Organization
4590 Ulmerton Road,
Clearwater, FL 33762

DATE

October 27-28, 2021

INSTRUCTOR

Ben Crosby, ALC

PRICE

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

REGISTER

RLIFL.com

CONTACT US

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RLIFL.COM





Course Registration Information

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
Clay Taylor
1723 Bartow Road
Lakeland, FL 33801

