



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:**  
Don Lombardi, ALC

**Course Administrator:**  
Greater Tampa Association of REALTORS®

**August 17-18, 2009**

**8:00 AM – 5:00 PM**

**Location: Rosen Shingle Creek Resort, 9939 Universal Blvd., Orlando, FL**

**\$325 if registered by July 27<sup>th</sup> —\$375 after**

**\$325—for RLI Florida and GTAR members**

**Registration Deadline—August 7<sup>th</sup>**

**Questions?**  
E-mail RLI@gtar.net

### **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)

Reserve your space by returning the registration form with payment (payable to **RLI Florida**) to:  
Greater Tampa Association of REALTORS® • 2918 W. Kennedy Blvd. • Tampa, FL 33609-3195 Fax: 813-879-8977  
 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.*