



Tuesday & Wednesday  
May 9 & 10, 2017  
8:00 am—5:00 pm

Oklahoma Assoc. of REALTORS® office  
9807 Broadway Ext, Oklahoma City

## Land 101—Fundamentals of Land Brokerage

Land 101 - the perfect introduction to selling land. Whether you are new to 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, you 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, whether it's farms & ranches, open tracts of land including recreational, timberland, development land or a Shetland Pony farm.....

**THIS IS WHERE YOU SHOULD START!**

**Instructor: Kirk Goble, ALC**— Kirk is from Colorado and has taught the Land 101 for the REALTORS® Land Institute for many years. Kirk brings his unique and different approach to this introductory course about the basics of land brokerage.



**Early-bird Registration: \$300.00 (ends April 28, 2017)**

**Registration after April 28th: \$350.00 (CE Pending)**

Register online at [www.okrli.com](http://www.okrli.com) or return form with payment information to [info@okrli.com](mailto:info@okrli.com).

Checks payable to OKRLI, 9457 S. University Blvd., #125, Highlands Ranch, CO 80126

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For more information about the Oklahoma Chapter of the REALTORS® Land Institute, contact Maggie Thomas at 303-506-8805, or email at [info@okrli.com](mailto:info@okrli.com)

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