



**REALTORS®
LAND
INSTITUTE**



RLI TENNESSEE CHAPTER

LAND 101: Fundamentals of Land Brokerage

Presented by the Tennessee Chapter

January 13 & 14, 2020 in Chattanooga, TN

Credits given for this course:

The Tennessee Real Estate Commission is awarding 16 hours of Continuing Education with this course. The Georgia Real Estate Commission is awarding 14 hours of Continuing Education with this course. The Realtors Land Institute is awarding 16 hours towards the Accredited Land Consultant (ALC) designation.

ABOUT THIS COURSE

Instructor: Raborn Taylor, ALC

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.

REGISTRATION

Register online through the TN Chapter Website:

♦ <https://rlitennessechapter.com/education/register-now?id=565>

♦ **\$350—RLI Members**

♦ **\$400—Non RLI Members**

REGISTER BY JANUARY 8TH!!!

Pre-Registration is required

A \$50 refund will be given for cancellations made before January 6, 2020.

No refunds for later cancellations or no shows.

About the Venue

***Greater Chattanooga
REALTORS®***

2963 Amnicola Hwy,
Chattanooga, TN
Phone (423) 698-8001

Class begins at 8:00 AM and ends at 5:00 PM each day.

Breakfast, Lunch and snacks are included.

Please let us know of any food allergies.

Camaraderie

Unprecedented Local Networking

Prestige

Be among the best in the business

Expertise

Top-notch education for land professionals