



## Save the Dates! ALC Designation Classes Coming to Denver

June 14-18, 2010

Double Tree Hotel, 3203 Quebec St., Denver

### Land Investment Analysis\*– June 14, 15 & 16 from 8am-5pm – Instructor Andre van Rensburg

Land for investment is big business. In this course, students learn to determine relevant cash flows for origination (purchase/acquisition), operation (rents, income and partial sales), and liquidation (sale/disposition). Other topics covered are: time value of money techniques to analyze cash flows, traditional indicators (ratios, cap rates, cash-on-cash) for investment analysis, and alternative investment analysis as a way to select the most appropriate two acquisition technique. Students are given spreadsheet templates for analyzing case studies. Note: Students are required to bring a portable computer to the class sessions.

\*This course is required for the ALC designation.

### Agricultural Land Brokerage and Marketing – June 17 & 18 from 8am-5pm – Instructor Kirk Goble

Agricultural investment land in the United States is an estimated trillion-dollar market. To tap into this market, the land professional needs to know what market forces impact the value of agricultural land; the importance of soils and how they determine the highest and best use of the land; why land is an investment that attracts investors from around the world; how to analyze the income potential of agricultural land and estimate probable selling prices and costs; and how to market properties through online, print, electronic media, and RLI marketing sessions.

### Please check which class(es) you want to register for and if you're a member or not:

Land Investment Analysis - \$295.00 RLI Member \_\_\_\_\_, \$350.00 non-member \_\_\_\_\_

Agricultural Land Brokerage - \$249.00 RLI Member \_\_\_\_\_, \$300.00 non-member \_\_\_\_\_

### Register online [www.ColoradoREALTORS.com/Education](http://www.ColoradoREALTORS.com/Education)

Please fax form to 303-790-7299 or mail to: CAR, 309 Inverness Way South, Englewood, CO 80112

NAME: \_\_\_\_\_

COMPANY: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

PHONE: \_\_\_\_\_ EMAIL: \_\_\_\_\_

Payment by:  Check  Driver License Number: \_\_\_\_\_ DOB: \_\_\_\_\_

or  AMEX  Visa  MasterCard (Appears as "REALTOR® association/MLS" on your statement)

Card Number: \_\_\_\_\_ exp. date: \_\_\_\_\_

Name on Card: \_\_\_\_\_

Signature: \_\_\_\_\_ Amount: \$ \_\_\_\_\_

Refunds: If the course is cancelled, or the student withdraws at least 5 days prior to the course, a full refund will be issued. Cancellation within 5 days of the course will result in a refund of the tuition less a 25% cancellation charge. If the student fails to appear for class or fails to cancel, no refund will be issued. Any refund due to the student will be issued within 30 days of cancellation, subject to receipt of a written request. Notice: Courses are open to both REALTORS® and non-members; however a non-member will not receive credits toward or qualify for designations offered to REALTORS® by CAR or the National Association of REALTORS® (NAR).