



# YOU'RE INVITED!

## LAND INVESTMENT ANALYSIS

LANDU Course | 23 ALC Credit Hours | 23 CE Credit Hours

This course will provide you with land investment principles that are valuable to any agent. Gain the expertise needed to take on more clients, close more deals, and be prepared to take on even the toughest land investment transactions.

After taking this course, attendees will have the:

- **Expertise** to calculate various aspects of a property's present value including the internal rate of return, net present value, mortgage payment and more.
- **Confidence** to identify the highest and best use of a property as well as acquisition, operation, and disposition costs and equity.
- **Competence** needed to help clients through the land investment analysis process.
- **Knowledge** to effectively analyze and evaluate data, including highest performance indicators, multipliers and ratios, rate of return, and more.

Hosted by the  
PNW CHAPTER RLI

### LOCATION

Best Western  
Coeur d'Alene Inn  
506 W Appleway Ave  
Coeur d'Alene, ID

### DATE

September 27-29, 2021

### INSTRUCTOR

Ben Crosby, ALC

### PRICE

ALC Member: \$465  
RLI Member: \$495  
Non-RLI Member: \$550

### REGISTER

[rlipacificnorthwestchapter.com](http://rlipacificnorthwestchapter.com)

### CONTACT US

Flo Sayre, ALC  
509-539-3161  
[northwest.rli@gmail.com](mailto:northwest.rli@gmail.com)





## Course Registration Information

Land Investment Analysis | Coeur d'Alene, ID | PNW Chapter RLI | September 27-29, 2021

Please check member type:

ALC Member (\$465)

RLI Member (\$495)

Non-RLI Member (\$550)

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:

Pacific NW Chapter RLI

Attn: Flo Sayre, ALC

1816 N 20<sup>th</sup> Avenue

Pasco, WA 99301

