



### *2017 National Land Conference—Elective Course Credit Option*

Participation at the 2017 National Land Conference can count as a course elective option for the **Accredited Land Consultant Designation (ALC)**. This option includes the submission of a substantive white paper developing information on a topic covered at the conference.

#### **The Land Conference**

- Offers diverse information that allows the participants to listen to presenters and leave with relevant takeaways to be the “best in the business.” It offers sessions on the most compelling issues facing the land professional today.
- Provides a venue for the attendees to network and participate in knowledge-sharing opportunities with top-notch land professionals. The event builds camaraderie.
- Has exhibits showcasing products and services designed to help the land professional raise the level of his/her business potential.

**Requirements:** Those desiring to attend the conference as a course requirement would be required to:

- Attend educational sessions of the conference.
- Develop a paper that covers one of the topics from the conference adding additional information from life experiences, research, and/or interviews with subject matter experts.
- Submit the paper to Amanda Jenkins, Professional Development & Project Manager, at [ajjenkins@realtors.org](mailto:ajjenkins@realtors.org). The submission will be reviewed by members of the Institute Education Committee. If the paper needs revision, the author would have three chances to make the modifications and improvements.
- Sign a release allowing the Institute to distribute or sell the papers via various deliveries.
- Must submit final project by **Monday, June 5, 2017**.



## Deliverable Requirements and Format

### *Title Page*

Include paper title, author name, company name, and date.

### *Introduction / Summary*

Provide a summary at the beginning of the paper defining the main point of the deliverable.

### *Body of Paper*

Provide readers with general background information of a particular issue. *Note: If problem is addressed, explain the background and the problem. Do not pose problems for which a solution cannot be provided.*

Give facts, details, evidence, and reasons. Quote and cite credible sources such as the conference speaker, instructors, articles and books written by credible authors. **Make sure that you do not digress from the main subject.**

### *Conclusion*

State the key points covered and what was proven in the paper. If a problem was addressed with substantive background information, state the solution based on the facts, research, and experiences covered in the body of the paper.

### *Works Cited*

Put the works cited at the end of your white paper. Do not forget to put the information of hyperlinked sources for the reader who prints out your white paper.

### *Optional Inclusions*

Visuals and examples deepen the reader's understanding. Authors may include charts, tables, diagrams, graphs, and other visual aids. In addition, case studies deepen knowledge.

### *Length*

The final deliverable must be 1000 words or more.

### *Certificates of Completion*

A certificate of completion noting sixteen contact hours will be sent to all who successfully complete all requirements.

***Note: The Institute does not issue continuing education units. Questions regarding continuing education units should be directed to the organization issuing the credits i.e. state and local boards.***



**NLC17**  
National Land Conference  
Charlotte, NC | March 31- April 2

the best stop here

ALC ACCREDITED LAND CONSULTANTS REALTORS' LAND INSTITUTE

The banner features three hexagonal inset photos: a woman speaking at a podium, a man in a light blue shirt, and a group of people clapping. The background is a vibrant orange and yellow geometric pattern.