YOU’RE INVITED!
LAND INVESTMENT ANALYSIS

LANDU Course | 24 ALC Credit Hours | 24 CE Credit Hours for WA, OR, ID

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.

**Resources and tools received:**
- Excel Worksheets with built-in formulas to solve for:
  - Loan Amount; Annual Interest Rate; Number of Amortization Periods; Periodic Payment Amount; Future Value

**Prerequisite:**
- Must have base knowledge of Microsoft Excel to navigate worksheets and utilize formula calculations.
- This class requires a computer with Microsoft Excel software.

HOSTED BY THE RLI PACIFIC NORTHWEST CHAPTER

LOCATION
Pasco, WA

DATE
April 20-22, 2020

INSTRUCTOR
Ben Crosby, ALC

PRICE
- ALC Member: $345
- RLI Member: $365
- Non-RLI Member: $395

After April 10th, there will be a $25 late registration fee.

It is required to bring a laptop with Microsoft Excel software to class.

There is a $25 fee to print the course manual, if you do not bring course materials printed to class.

**CONTACT US**
Flo Sayre
(509) 539-3161
northwest.rli@gmail.com or fsayre@farmersnational.com
Course Registration Information

Please check member type:
*After April 10th, there will be a $25 late registration fee

☐ ALC Member ($345)     ☐ RLI Member ($365)     ☐ Non-RLI Member ($395)

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:

NWRLI Chapter
3035 Rickenbacher Drive
Pasco, WA 99301