

MN CHAPTER REALTORS® LAND INSTITUTE

2018 SUMMER CONFERENCE



August 22 - 23, 2018, New Ulm, MN

New Ulm, MINNESOTA is located in the triangle of land formed by the confluence of the Minnesota & Cottonwood Rivers. New Ulm was founded in 1854 by the German Land Company of Chicago and maintains its German heritage today.

Check New Ulm's "things to do, see, experience":

<http://www.newulm.com/>

LODGING: Book Your Room Today!
Call: 507-359-3540. Group Name: MN Chapter of RLI
Room Rate: \$99/night (plus tax) – separate from registration cost.
Room rate good through August 7th, 2018.

PARTICIPATE • EDUCATE • CELEBRATE!

WHEN: AUGUST 22, 2018, 8:00 am-5:00 pm
AUGUST 23, 2018, 8:00 am-noon

WHERE: BEST WESTERN HOTEL
2101 South Broadway
New Ulm, MN 56073

REGISTER: SAVE THE DATE!

Registrations & fee due Friday, August 10th!

Member Cost: \$ 150 (incl CE, lunches, dinner Wed, tour, speakers)

Non-Member: \$ 175 (incl. all above)

507-382-09

ABOUT:

As the industry's leading land real estate organization, the **REALTORS® Land Institute, "The Voice of Land,"** provides the education, tools, advice and networking opportunities that are the foundation for all land real estate professionals to become *the best in the business*. RLI continually strives to maintain its status as the association for a global network of land real estate professionals through providing members with the tools and benefits they need to build their business and exceed.

HIGHLIGHTS

- Round Tables: *more than corn & beans – wind farms, hydroponics, organics, solar farms, vineyards, and Federal Reserve info on values, credit...*
- Farm-to-Table Lunch Wed; Dinner Wed at historic Turner Hall; box lunch Thursday
- Lets Make Deal\$\$ - Haves & Wants - Where insider deals are shared
- MN State University & Ag
- Greenseam
- **3.75 hrs CE: *The Most Important Apps & Tech Items You Need Today, Brightwood Real Estate Education, powered by Kaplan***

FOR MORE INFORMATION:

Terri Jensen, ALC
National Land Realty
507-382-0908

tjensen@nationalland.com

Registrations due 8-10-2018!!
(as food minimums are required!)

Please see registration page attached & return to Terri Jensen, 1005 Superior Drive, Northfield, MN 55057.

**MN CHAPTER
REALTORS® LAND
INSTITUTE
SUMMER
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August 22 - 23, 2018, New Ulm, MN
Best Western Hotel, 2101 S. Broadway

TIME	TOPICS
Wednesday, August 22, 2018	
8:00- 8:30 am	Introductions – <i>How do we work together if we don't know each other?</i>
8:30- 9:00 am	<i>The Benefits of Working Together</i> , Chuck Wingert, ALC
9:00-10:00 am	Marketing Session – <i>Let's Make Deals\$\$</i>
10:00-10:15 am	Break
10:15-11:15 am	MN State University – Mankato: <i>Agriculture – Profile of Progress & Participation</i>
11:15-12:15 am	GreenSeam: <i>Depend on Interdependence</i>
12:15- 1:15 pm	Farm-to-table Lunch, <i>Sponsored by RASM (REALTOR® Assn. of Southern MN)</i>
1:15- 5:00 pm	3.75 hrs CE powered by Brightwood Real Estate Education, powered by Kaplan: <i>The Most Important Apps & Tech Items You Need Today!</i>
6:00	Dinner: Turner Hall, the historic German <i>Rathskeller</i> ; the oldest bar in MN (since 1856) <i>Generations have enjoyed a great time and good food!</i> <i>Sponsored by Frandsen Bank & Trust</i>

Thursday, August 23, 2018	
7:00- 8:00 am	Continental Breakfast for those of you staying at the hotel
8:00- 9:00 am	<i>Wind Farms – Leases, Revenue & Profit</i> , Brad Haight, LeaseGen
9:00-11:45 am	Round Tables: <i>Land's Changing Landscape!</i>
	❖ <i>Hydroponics</i> , Marco de Bruin, RevolGreens
	❖ <i>Organics</i> , Jay Watson, General Mills
	❖ <i>Solar Farms</i> , Brian Keenan, ips Solar
	❖ <i>Vineyards</i> , Matthew Clark, U of M Extension
	❖ <i>9th District Federal Reserve – land values, credit...</i> , Joe Mahon
11:45-12:15 pm	Lunch/Chapter Meeting
12:30- 3:45 pm	Tour of New Ulm, ending at Schell's Brewery! Bus will take us all back to the hotel.

Thank you to Our Partners & Contributors:





3.75 hrs Cont'g Ed, MN Approved!

The Most Important Apps & Tech Items You Need Today!

Learn how to make technology work for you in this informative class...beneficial for any real estate professional. From online basics to cutting-edge applications, this course offers tech tips from blog basics, accounting software, storage and apps for pulling comps. It also discusses recordkeeping technology, the advantages of going paperless, and specific apps for improving photography.

Covering the latest innovations with an eye to established practices, this course offers valuable education for the tech-averse, as well as most digitally-inclined.

Brightwood Career Institute is the education provider. This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.

Please note that you will need to be able to provide the following information in order to receive CE credit:

- Name as on your license
- License number
- Physical address
- Email address
- Phone number

TOUR THURSDAY, AUGUST 23, 2018

12:30 Board bus for tour of New Ulm

2:45-3:45 Tour and tasting at Schells Brewery

3:45 Bus returns you to Best Western to pick up your vehicle

Thank you for attending 2018's MN Chapter RLI Annual Conference!

Registration Page – please complete and mail registration and check by **August 10th**, 2018 to:

Terri Jensen, ALC
1005 Superior Drive
Northfield, MN 55057

Please make check payable to: MN Chapter RLI

Name: _____
(Please print your name)

License #: _____ State: _____

Address: _____
(Please print address, city, state, zip code)

E-mail Address: _____
(Please print legibly)

Phone: _____

Member: _____ Yes _____ No

Going on Tour Thursday Afternoon: _____ Yes _____ No

Note: number is needed to ensure we have bus space and goodies for all.
There is no change in Registration Fee if you are not going on the bus tour.

Participating in Have's/Want's Marketing Session: _____ Yes _____ No

If you checked "yes", Terri will email you a page for completion for the "have's/wants" as that page will include the ability to post a photo of the property you are promoting.

Meal choice Wed evening at Turner Hall:

_____ German meal: brats or landjaegers, kraut, spaetzle, german potato salad, rye bread

_____ Bacon-almond stuffed chicken breast, garlic mashed potatoes, pacific blend vegies, salad

NOTE: registration and checks are due 8-10-2018 as hotel, Turner Hall, bus, etc., all require minimum numbers to move forward. RLI will be required to pay for the minimum number we "guarantee". Your cooperation, then, is greatly appreciated in forwarding your registration & check by 8-10-2018. Please be sure to reserve your hotel room as well – room block rate at \$99/night (plus tax) is good through 8-7-2018.

Speaker & Partner/Sponsor Websites – MN Chapter RLI Annual Conference 2018

MN State University – Mankato: <http://www.mnsu.edu/acadaf/colloquium.html>

GreenSeam: <http://greenseam.org/>

Brightwood Real Estate Education, powered by Kaplan: <https://www.kapre.com/>

LeaseGen: <http://leasegen.com/>

Revol Greens: <https://revolgreens.com/>

General Mills:
<https://www.generalmills.com/en/News/NewsReleases/Library/2018/March/organicacreage>

IPS Solar: <https://ips-solar.com/>

U of M Extension: <https://extension.umn.edu/>

9th District Federal Reserve: <https://www.minneapolisfed.org/>

*Thank you to all of our speakers! Check out MN Chapter RLI's new website:
<https://www.RLIMinnesotaChapter.com/>*

Partner/Sponsor Websites:

Frandsen Bank & Trust: <https://www.frandsenbank.com/>

RASM: <http://rasminfo.com/>

National Land Realty: <https://nationalland.com/>

Wingert Realty: <http://www.wingertrealty.com/>

Whitetail Properties: <https://www.whitetailproperties.com/>