



Qualifications and Application Process for Becoming an RLI Instructor

LANDU Instructors are ambassadors for the REALTORS® Land Institute, LANDU Education Program, and the overall land real estate industry. They are experts in their field, dedicating time and energy to help others become the best of the best.

General Minimum Requirements: Eligibility criteria to apply to serve as an instructor has been established as follows:

1. Be an active land or commercial real estate agent who currently holds the ALC Designation or another NAR Commercial affiliate designation as a member in good standing of their respective organization;

OR be considered a subject matter expert on a particular topic who is involved with land or commercial real estate in some professional capacity (i.e. technology, lawyer, accountant, construction, developer, etc.) but does not hold an active real estate license.
2. Have experience in instructing or lecturing adult professionals, whether at a college, a professional program, or as a panel member or speaker at a symposium, seminar, lecture or convention.
3. Be proficient in the use of technological presentation tools such as webinars, PowerPoint, Excel, Word, etc.

Instructor Application Process

1. Any professional who meets the minimum qualifications listed above, may submit an Instructor Application.
2. Complete the Instructor Application, including two letters of recommendation and professional resume.
3. Each applicant who meets eligibility criteria shall be invited to complete a content and presentation skills interview on one module of desired course to teach. The applicant will be interviewed by select members of the RLI Education Committee and/or instructor panel remotely.
 1. Applicants will be rated on an objective scale. Categories to be rated include: Knowledge of the Subject, Evidence of Preparation, Practical Application, Quality of Presentation, Enthusiasm for Subject, Time Use, Use of Examples / Illustrations, Use of Visuals, Understanding of Technological Tools, Adherence to RLI Curriculum and LANDU Policies.

2. Upon successful completion of the interview, an applicant must complete the RLI New Instructor Forum at the annual National Land Conference or another training seminar approved by RLI. Attendees will be responsible for their own travel expenses to attend the instructor training seminar.
3. Following successful completion of the instructor training seminar and within a 12-month time frame, an applicant must audit each course for which he/she has applied to teach in the format they wish to teach (i.e. VILT, in-person, blended, etc.). The applicant must attend the entire course at their own expense (for chapter courses), successfully complete the exam, and submit an audit report. At the RLI staff discretion this requirement may be waived if the lack of course availability proves to be an undue hardship.
4. Upon successful completion of auditing a course and completing an audit report, an instructor must teach the course within the following 12 months to maintain being an active instructor.



New LANDU Instructor Interview Process

1. Submit application to RLI Education Manager Amanda Morrone at amorrone@realtors.org.
2. If application is approved, applicant will be contacted by Amanda Morrone regarding the application to move on to the next steps.
3. Upon approval of application, applicant will be asked to sign and return confidentiality agreement.
4. Course materials will be sent electronically to the applicant. The applicant will be required to prepare for a content presentation interview focusing on:
 - a. Introduction section of each course
 - b. One module (of applicant's choosing)
5. The applicant will have a minimum of one month to prepare for the panelist interview.
6. Panelists will entail of a minimum of three people chosen by the Chair of the Education Committee and Education Manager, including a minimum of one approved instructor for that course.
7. An interview with a panel will be conducted via Zoom. Applicants will be required to have a strong and reliable internet connection, computer microphone or headset, and webcam.
8. Applicants will present the course introduction and one module to the panel, as if in the classroom or VILT format. After the presentation the applicant will be asked questions by the panel. The interview will last a maximum of 90 minutes.
9. The applicant will also be scored based on their presentation. The applicant will be scored on the following:
 - a. Presentation Skills
 - b. Knowledge and Enthusiasm of Subject
 - c. Understanding of RLI Member Benefits and ALC
 - d. Relevant Background/ Special Skill Set
 - e. Professional Impression
 - f. Evidence of Preparation
 - g. Interpersonal. Communication Skills
 - h. Classroom Management
 - i. Understanding of Technological Tools
10. Once interview is completed the panel will review their scores and notes from their evaluations and decide to approve to move the applicant on to the next steps.
11. Approved applicants will be required to complete the LANDU Instructor Forum Training at the National Land Conference or virtual LANDU Instructor Forum.
12. Upon completion of the LANDU Instructor Forum, applicant must audit the course in the format they wish to teach. After auditing the course the applicant will be an approved LANDU Instructor.