

Membership Benefits

Invest in Yourself



- Your membership pays for itself with member prices on courses, webinars, and conference registrations.
- Exclusive special offers from industry service providers through the RLI Member Advantage Program (MAP).
- An agent profile in the Find a Land Consultant agent search directory.
- A powerful voice in D.C. with RLI Advocacy efforts.
- Exclusive property marketing tools:
 - The Land Connections listing site
 - e-Properties Email Platform
- Resources like Terra Firma magazine, the Land Markets Survey, podcasts, the Land Expertise Hub, and more!

*“Why do I
recommend land
professionals
join the
REALTORS® Land
Institute? Simple,
it makes you
money!”
-George Clift, ALC*

REALTORS® Land Institute

430 N. Michigan Ave | Chicago, IL | 60611

Discover more at rliland.com/membership/benefits



ALC Requirements

Be The Expert



Education Requirements

Successful completion of six Land University (LANDU) courses, which are divided into three categories. All courses, except for Land Investment Analysis, are two days or four online live webinars.

Required Courses

- Land 101: Fundamentals of Land Brokerage
- Land Investment Analysis (three days/five online webinars)
- Transitional Land Real Estate

Specialty Courses

- Subdivision Development
- Land Real Estate Site Selection
- Agricultural Land Brokerage & Marketing
- Recreational Land Real Estate
- Tax Deferred 1031 Exchanges

Elective Courses

- Real Estate Mapping Technologies & Techniques
- Timberland Real Estate
- any other LANDU course offering

Experience Resume & License

Applicants must submit a professional resume that demonstrates a minimum of two years of experience in land sales or brokerage or a minimum of three years of comparable real estate experience in auction, appraisal, leasing, development, farm or forestry management, consulting, brokerage management, or related services in land. If the applicant's profession requires a professional license to practice (like real estate), applicants must provide proof of having a current professional license.

Volume Requirements

Applicants must submit a portfolio that substantiates specific levels of volume achieved in land sales or in providing real estate services related to land. Details on volume requirements for the following can be found at rliland.com:

- Sales, Brokerage, Dev., Consultant, Investor/Developer
- Auctioneers
- Appraisers
- Broker Management
- Non-Transactional Land Professionals
- Farm/Forestry Manager
- American Association of Professional Landmen (CPL) and International Right of Way Association (SR/WA) designees

Recommendations

Applicants must submit at least two letters of recommendation from Accredited Land Consultants with at least one of them being from an ALC in your local market.

ALC Final Exam

All ALC Designation applicants must successfully complete a comprehensive online exam that covers the core components of the LANDU curriculum.

Formal Application & Review

Applicants for the ALC Designation must hold a current membership in the REALTORS® Land Institute. After completing all requirements, including passing the comprehensive exam, ALC applicants must submit a formal portfolio as outlined by the ALC Designation Committee and submit the \$350 application fee; an additional \$50 will be added to the application fee for hard copy submissions.

ALC Fast Track Program

Individuals who hold the following designations may apply for the "Fast Track Program" to the ALC Designation: CCIM, SIOR, CRE, AFM, ARA, CPL, AICP, RPRA, AAC, MAI, CAI, SR/WA. If applying for the fast track based on education, see rliland.com for more information.

"Fast Track" applicants must complete the three required LANDU courses. Applicants must provide proof of graduation or active membership with an approved designation, meet all other ALC requirements, and submit a formal application for review and approval by the ALC Designation Committee. CCIM fast-track applicants, because of their extensive coursework in investment analysis, are not required to take Land Investment Analysis. Instead, CCIM fast-track applicants may choose any course from the Specialty track to replace Land Investment Analysis.

For more information about the Accredited Land Consultant (ALC) Requirements, please visit:
rliland.com/accredited-land-consultant-designation