



REGISTRATION

Name _____

Cell _____

Email _____

License number _____

Credit Card _____

Security code (3 digit number on back) _____

Date: May 14-15, 2014 8AM-5PM First American
Pocatello, Idaho Call to register 208-866-5599

_____ Investing in Land & valuation 16 hours

Cost: \$169 before May 7, 2014 \$249 thereafter

X _____

I authorize my card to be charged for the total.

Fax to 1-208-906-8676 or mail to PO Box 1092
Middleton, ID 83644

* Course required for Certified Land Consultant
designation



J Douglas Ferguson CLC, ChLB, ALC has been a licensed real estate agent/broker since 1991 specializing in land brokerage and development. Doug has a unique perspective in becoming involved in and building a profitable practice in land sales. Past students give him high marks to both--methods of teaching and making the learning process enjoyable.

Become a Certified Land Consultant



The Land business is complicated and sophisticated. Real estate practitioners who transact in land, farms and ranches require specialized education, The NAR Code of Ethics require it. Certified Land Consultants are individuals who desire the knowledge to conduct themselves ethically and honestly. They are accomplished, experienced, and educated whether they specialize in Development, Agriculture, Timber or Recreational land. To become a Certified Land Consultant says to those around you that you are committed to excellence in education and your industry, become a Consultant today.

The American Land Institute awards the Certified Land Consultant designation to individuals who have met the educational requirements and are in good standing with their professional associations.

Investing in Land & valuation #E0853

16 hr. Course



In this course, students will participate in land valuation analysis of transitional land, farm and ranch land, timber and small parcels. Upon completion of the course students will be familiar with: methods of establishing market value from farming operations, soil quality and fertility and comparing unlike properties to establish value. Methods of defensible valuation analysis are employed to construct a sound foundation in small parcel analysis. A calculator is recommended, however, only entry level math will be used. **This course is required for the Certified Land Consultant designation. Qualifies for 16 real estate CE credits in Idaho and Oregon.**