



For more information about joining the REALTORS® Land Institute, call or email 800-441-5263 RLI@realtors.org | www.rliland.com

Site Selection

Analyze Market Opportunities for Development

This 2-day REALTORS® Land Institute (RLI) Land University course introduces participants to identify and analyze specific sites. The course addresses a broad range of topics that include:

- Analyze demographic growth trends
- Perform statistical analysis on potential sites
- Analyze resources to determine the best site for a specific use
- Perform forecasting for resort areas
- Apply principles to specific property types or segments

This course provides the tools for land brokers to better identify and present all of the competing sites in a market and select the site most likely to succeed.

Site Selection counts as credit in the following program:

- An elective course for the prestigious and highly coveted ALC® Designation.
- 8 Hours Specialty CE Credit (Florida Only)

NOTE:

Join RLI and receive the member discount + one year free membership in the Florida Chapter (\$50 value).

Instructor:
Ben Crosby, ALC, CCIM
141 5th St. NW #202
Winter Haven, FL 33881
Office: 863.293.5600
Cell: 863.412.8977
ben@crosbydirt.com

Course Administrator:
Crosby & Associates

Date:
November 14-15, 2018
8:00 AM - 5:00 PM

Location:
Osceola County Welcome Center
and History Museum
4155 W. Vine Street
Kissimmee, FL 32741

Contact for Questions:
William Rollins, Jr. CCIM, ALC
T: 239.489.4066 | M: 239.633.1963
wrollins@landsolutions.net

RLI MEMBER \$345
NON-RLI MEMBER \$445

Reserve your space by returning the registration form with payment (payable to **RLI Florida**) to:
Clay Taylor • Caldwell Banker Commercial Saunders Real Estate • 114 N. Tennessee Ave. 3rd Floor • Lakeland, FL 33801
___ Check enclosed, payable to **RLI Florida** ___ PayPal Invoice (Credit Card Payments)

Name: _____ Company Name: _____
 Address: _____
 City, State, Zip: _____
 Phone: _____ Cell Phone: _____
 E-mail: _____
 NAR ID: _____ License # and State: _____

*Cancellations: No charge if done 60-days prior to the class; \$50 if done 30-days prior; \$100 if done less than 48 hours.
No-Show: No refunds or credits will be given to registrants who do not cancel or show up for the course.*