



Under all is the land.

These courses are part of the required curriculum for the ALC designation. For more requirement information, visit www.RLILand.com

**VIRGINIA
RLI CHAPTER**

10231 Telegraph Road
Glen Allen, VA 23059

Phone: 804-264-5033

Fax: 804-212-1415

E-mail: RLI@VARealtor.com

Web: www.VirginiaRLI.com



Directions and lodging information will be sent via e-mail with confirmation. If you do not receive an e-mail within 72 hours of registering, please call the chapter office at (804) 264-5033.

Land Development

October 8-9, 2009

8:30 a.m.— 5:00 p.m.

In this course

- students learn how to analyze, subdivide and market tracts of land to determine:
 - maximum 1 allowable density
 - optimum configuration
- the market demand for sites and subdivided lots
 - with and without in-place infrastructure

Other aspects are also addressed, such as:

- how to obtain entitlement
- permitting financing
- create marketing promotional plans

This course will be held at the:

Virginia Association REALTORS®

10231 Telegraph Road, Glen Allen, VA 23059

Ned Massie, ALC—Instructor

Approved for 8 hours Real Estate Related CE; 9 hours elective PL

Course Pricing:

- Registration online by October 1st at the early bird rate of \$250.00
- Registration by fax/phone by October 1st at the early bird rate of \$270.00
- After October 1st and onsite registration will be \$300.00

Registration is available online with a credit card!

www.VARealtor.com/LandCourse

Name (Please print) _____

Firm _____

Address _____

Phone _____ Fax _____

E-Mail _____

Please make check payable to:
Virginia RLI

Visa
 MasterCard
 American Express Credit Card # _____
 Discover
 Check Signature _____

Cancellations will be accepted in writing up to 5 days prior to the class less a \$50 Administrative fee. No refunds will give for cancellations made after that time. No-shows will be charged the full registration amount. Attendees must attend both full days of class to be eligible for Virginia Continuing Education and Post-Licensure credit. There will be no transfers or substitutions between classes or fiscal years.