

Summer 2019



Hello Oklahoma Chapter Members,

We hope your summer is going well and you are as busy as you want to be!

With that said, this Year has been **INCREDIBLE** for our Oklahoma Chapter. We had a very well attended event on May 9th, our Industrial Hemp and Cannabis Class with over 40 in attendance. Kirk Goble, ALC is an amazing professor and everyone

was pleased with what he taught and the samples they received :)..... (Just kidding!)

We gave out some very well deserved Awards:

**2018 Top Hand**

***Congratulations Rod Canterbury!***

Rod consistently seizes the opportunity to educate members of the community, Realtors, Land Brokers, and Sales Associates of the benefits and personal growth potential one experiences being a part of RLI. He was the linchpin in bringing "land tours" to the Oklahoma Chapter and in 2018 he championed 5 Ranch tours which brought together over 30 Realtors and 6 Agency's ranging from Tulsa to Yukon and Durant. His vision led to the scheduling of the Industrial Hemp class. Since his arrival to Oklahoma in 2017 anyone who has met him will tell you that he is passionate and a true advocate for the Oklahoma Chapter!

**2018 Largest RLI to RLI Transaction**

***Congratulations Clay Baxter & Rod Canterbury!***

This Chapter member transaction (\$1.3M) consisted of 529 acres with a modest home, 2 hay barns, and a set of working pens situated along the Indian nation turnpike and Coal Creek. Land was mixture of fertile bottom land with pecan trees and rolling terrain as it progressed out of Coal creek. This sale was a direct result of one of the Chapter's Ranch tours.

**2018 Largest RLI to RLI Transaction**

***Congratulations Zurick Labrier, ALC!***

This transaction (\$5M) was between an OK and IA Chapter member who is also licensed in Missouri. The owner of the MO property, who ranches and runs about 1200 head of mama cows in the OK Panhandle, bought the ranch in north central Missouri during the drought of 2011/2012. They moved several cows to the MO ranch, and after rain began to fall in 2014-2016 and their local ranches healed up, they decided to sell. The family hired Zurick to sell the ranch and he enlisted the help of Kyle Hansen with Hertz Farm Management out of IA. Kyle handled the paper work and both companies put together a marketing campaign beginning in the winter of 2017 and the ranch sold in the summer of 2018. The two brokers have been friends since meeting in Nashville at the National Land Conference some 10 years ago, and both received their ALC designation in Fort Worth 8 years ago.

**2018 Land Broker of the Year**

***Congratulations Ricky Ward, ALC!***

Ricky has been involved with the Oklahoma Chapter for the past 5 years and has served in numerous positions on the Board of Directors. He has been a proponent of RLI and speaks of the benefits at meetings and education classes. He received the ALC designation in 2014 and has gone out of his way to be helpful to many members who are working

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**OKLAHOMA  
CHAPTER OFFICERS  
2018/2019**

**President -  
Drew Ary, ALC**

**Treasurer -  
Brent Wellings**

**Secretary -  
Rod Canterbury**

**Immediate Past  
President -  
Ricky Ward, ALC**

**Board of Directors  
Dean Anderson  
Clay Baxter  
Eric Fine  
Tammie Hiatt  
Brent Lyday  
Todd Robertson  
Sherm Shanklin  
Trina Ward**

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**MARK  
YOUR  
CALENDAR**

**Wednesday,  
September 25,  
3:00-6:00pm  
Annual Membership  
Meeting, Elections &  
Marketing**

**Thursday/Friday,  
September 26 & 27  
LAND101: Fundamentals of  
Land Brokerage**



to attain the designation for themselves. He's very involved in his community and completed his term as president of the Chapter in November 2018.

We are excited to see who the 2019 recipients will be next year. Watch for our email after the first of the year and be sure to submit your nominations for our prestigious Chapter awards.

For those of you that couldn't attend the ranch tour earlier this month, we toured a 2,925 acre Ranch in Nowata County. We chartered a private helicopter and realized that's the best way to see a ranch! Everyone enjoyed it and we hope to do it again as it was a huge hit and we had over 26 in attendance. Thanks to our Sponsors OK Ag Credit and thanks to Clay Baxter for smoking some incredible brisket and to Eric Zellers, PE, for smoking some tasty yard bird.

Our Land 101 class is coming up and we plan to do a meeting & marketing session the day prior. See side bar for more information and we hope to see you all there.

Last December I announced my goal as President was to grow our Chapter during my 2019 - 2020 Presidency. The plan was to increase our membership by 20% in 2020, "The 2020 Membership Initiative". I am pleased to announce that we have already met and surpassed that goal, so I'm going to amend "The 2020 Membership Initiative" to be an increase of 20 members during my 2019 - 2020 Presidency. **Welcome** to all the new Chapter members who have joined us so far this year.

Call me anytime if I can help out!

Drew Ary, ALC  
Ary Land and Home  
918-884-LAND (5263)

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**Watch your emails for information about the  
September Membership Meeting  
and the  
Chapter's 3rd Annual Duck Hunt,  
January 2020**



## NEW CHAPTER MEMBERS

Kristie Jeffrey, Elk City  
Sloan Smith, Edmond  
Lance Chamberlain,  
Edmond  
Bobby Bennett, Shawnee  
Colby Martin, Poteau  
Chuck Bellatti, Nowata  
Brice Taylor, Edmond  
Mark Lewis, ALC,  
Chandler



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