Greetings!

Winter is behind us, the drought is broken, cattle prices have firmed and the grass is green. Tornadoes, flooding and snowstorms all in one day. Hasn't it been hectic these past few months?

The same has been the case for most of the RLI members as we all deal in land and rural property, influenced by everything from the weather and the time of the year to world politics and trade. To keep abreast, we must keep aware of changes and trends affecting our profession by such variables as economics, technology and laws. How better to do this than through RLI. The training courses provided by RLI, the webinars, the news blogs, the networking, it's simply priceless if you participate! These are tools dealing directly with us as land brokers. And who better to call on a situation than one of your fellow RLI members.

The RLI National Convention was held this year in North
Carolina and was attended by several from Oklahoma. This was highlighted by several worthwhile training sessions and opportunities for networking. Hopefully some of the attendees will enlighten our chapter on some of the information obtained.

The training held by our Oklahoma Chapter in OKC will be behind us by the time this newsletter is out, but at last report by Maggie we had a full class. The class, Land 101 - Fundamentals of Land Brokerage, is one of the required courses to obtain the Accredited Land Consultant designation. To reap benefits from these events and tools, again, you must participate. Attend the meetings, listen to the webinars, JOIN RLI.

We are all busy and sometimes feel just cannot take the time out necessary to be involved. But, are you using a rolodex or an I-Phone? Are you surviving or thriving? I challenge you, let’s think of ways to put some growth in our chapter. Contact me or any of the officers with ideas. Send Garet some news clips for the newsletters. And by the way, he asked for comps, did you send any? If not, take 5 minutes to do so.

In closing, I would like to take the opportunity to congratulate our Chapter Administrator, Maggie Thomas for being awarded the RLI Chapter Administrator of the Year! Maggie received this award at the 2017 RLI National Conference in Charlotte, NC in March. She has and is a great asset to our Chapter and our hats are off to you Maggie.

Ricky Ward ALC
REMAX Champion Land Brokers
918-658-8067

COMPS SECTION

Greg Ganzkow
240 Acres - Haskell
100% Pasture - $800,000
$3,333/acre

Ricky Ward
120 Acres - Warner (South)
520,000 total (Improvements of 240 and 280,000 for land)
$4,333/acre total ($2,333/acre land value)

Memorial Day

Thank you.
HOWDY, from Drew Ary!
As Ricky mentioned in his letter, the 2017 National Land Conference took place in Charlotte, NC. I was one of those from Oklahoma that attended and I wanted to bring you all an update.

First of all, we are excited to announce that National is rolling out a new Website which will also allow us to take advantage of a New Website for our Chapter. This will roll out in the next few months.

On another note, one of our Great Speakers, Nobu Hata, mentioned that 2 out of 3 people Google your name before deciding to do business with you and we need to know what pops up when our names are searched.

Economist KC Conway states that the GDP is not bad, Employment is growing 200,000 jobs a month across the board in 5 of the last 6 months, housing is healthy, inflation and BidCoin need to be paid attention to... check out his paper.

Below are some of the TOP App's that the Future Leaders Committee Members are using that may be useful for your business. Not all are free...

CAMCARD - scans business cards into contacts
ProsperWorks - CRM System that is Google approved. This App is designed to give you information on your contacts. Once you plug a new contact in, the app goes
out and scans all of their information from LinkedIn, FB etc to tell you what it knows about that contact so you
can relate to them when you speak with them.

**Hanger Technologies** - Uber for Drones

**TurboScan** - Scan to PDF

**Inman News** - Real estate brokerage news

**NoMoRobo** - blocks automated calls/ spam calls

There are more, and we'll have them in the next newsletter!

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May 9 & 10, 2017

The 'Oklahoma' is a dark red rose cultivar with a strong and sweet fragrance. The hybrid tea rose was developed at Oklahoma State University by Herbert C. Swim and O. L. Weeks before 1963 and introduced in 1964.

In 2004, the Oklahoma Rose became the official state flower of Oklahoma.