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LAND
INSTITUTE

RLI OKLAHOMA CHAPTER

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May 2017

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

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OKLAHOMA
CHAPTER
OFFICERS

President -
[Ricky Ward, ALC](#)

President Elect -
[Drew Ary, ALC](#)

Treasurer -
[Brent Wellings](#)

Secretary -
[Garet Thompson](#)

Board of Directors

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.

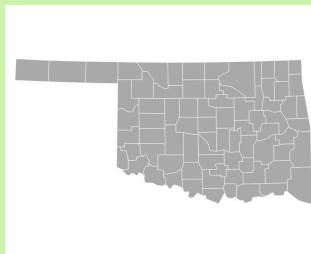
In closing, I would like to take the opportunity to congratulate our Chapter Administrator, Maggie Thomas for being awarded the RLI Chapter Administrator of the Year! Maggie received this award at the 2017 RLI National Conference in Charlotte, NC in March. She has and is a great asset to our Chapter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



Travis Bradt, ALC
Bill Lee
Rachel Pickens
Todd Robertson
Sherm Shanklin
Debbie Solano, ALC

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

**Committees:
Education - Sherm
Shanklin, Chair
Social Media - Greg
Ganzkow & Rachel
Pickens, Co-Chairs**



Memorial Day

Remembering those who
paid the price for freedom.
Thank you.

LAND
MAGAZINES

THANK YOU
For your being a
sponsor of the

Ricky Ward
80 Acres - Stigler (South)
353,200 total (Improvements of 150,000 and 203,200 for land)
\$4,415/acre total (\$2,540/acre land value)

Greg Ganzkow
172 Acres - Arkansas Rive
Irrigated Farm - \$517,500
\$3,000/acre

Garet Thompson (Auction)
289 Acres - Tulsa County (west of Tulsa)
Recreational Land - \$803,791
\$2,780/acre

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

Land 101- Fundamentals of Land Brokerage class.

2017 LANDU WEEK

**June 4 - 12, 2017
Kansas City, KS**

Are you working towards your ALC designation? Here's your opportunity to get multiple courses all at one time in one place.

Courses being held are:
Tax Deferred 1031 exchanges, Land Investment Analysis, Land 101, Site Selection, Land Real Estate Development, Real Estate Mapping Technologies & Techniques.

All six courses have been approved for continuing education credit in Kansas.

[For more information](#)



**OKLAHOMA
STATE FLOWER**

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!



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.

Oklahoma Chapter RLI | | info@okrli.com | <http://www.okrli.com>

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