



Website: [About Us](#) [Membership](#) [Education](#) [Contact](#) [OK Links/Resources](#)

November 2018

Greetings!

Another year rapidly closing, a lot of things happened and happening. This will be my last newsletter, and it has been a pleasure to serve these past two years as president of the Oklahoma RLI Chapter. It was always my goal to create a comradery among Realtors dealing mainly in land transactions, and to show a benefit from being a member of RLI. The relationships I have formed have been very beneficial, as it is so helpful to be able to call up someone who can relate to common issues at hand. The sharing of information whether it be sales trends, technology, laws, problems, what now, is what sets us as land Realtors apart from the crowd. I'll forever remember what my mentor told me about the 95/5 rule, and I think that is where we stand as members of the RLI.



As we look back on the past year and reflect on both the good as well as the not so good, we learn and can change if need. This past year we held two-chapter meetings with so-so attendance. I know it takes away from business at hand, but you generally get out what you put in, and would sure like for everyone to strive to attend these meetings. The words of wisdom from our Education Director, Mr. Shanklin, is worth the effort in itself. So please participate, give us your ideas.

I would like to thank the officers the last couple of years, they do an outstanding, most of the time thankless, job. Brent on keeping the \$\$ straight, Garret on keeping everything documented, and in all seriousness, Sherm for doing an outstanding job on the training, always looking for ways to make it a success. And to Maggie, the one that makes the whole machine work, her contribution is priceless. And as I hand the reins to the new president, Drew, I see nothing but good headed toward the chapter. Drew, is totally progressive, willing to help, and I know he will take us to a new level.

In closing, as has been my custom, a special thanks to our military and law enforcement who always have our backs. All too often we take them for granted-Salute. And as Alvin Beadles used to tell me, "Make it happen!"

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

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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



**to the following
directors for their
years of service and
dedication to the
Oklahoma Chapter:**

**Travis Bradt, ALC,
Rachel Pickens,
Garet Thompson**

NATIONAL LAND CONFERENCE
Albuquerque, NM March 3-6, 2019



REGISTER TODAY



**Howdy friends,
Welcome to the Oklahoma
REALTORS Land Institute!**

Thank you Mr. Ricky Ward for your service and leadership during the past two years. Thank you to our Executive Committee, Past Presidents and Chapter Administrator for their leadership and hard work.

I am excited to take Presidency of this great organization. My commitment to RLI started about 6 years ago and it has been huge in differentiating me as a LAND BROKER. I currently serve at the National Level on the Future Leaders Committee and the ALC Designation Committee. Attending the National Conventions, serving on committees and staying involved in the local Chapter has been instrumental to my success as a Land Agent. Where else can you stay abreast of the latest technology and stay educated on what matters most, the LAND? If you are in the land business, or thinking about getting into the land business, you really need to mark our next meeting down on your calendar and start showing up! After all, "You can't soar like an Eagle... when you run with the Turkeys..." Raymond Perreault.

Let's talk about Growth. Have any of you ever asked yourself if it is worth being a member of RLI? Why achieve the Accredited Land Consultant Designation (ALC)? Well the results of our most recent membership survey indicated that the average ALC earned \$373,925. See more at: [ALC Designation](#). If that is not enough to get your attention, let me ask you this, have you ever been to a National Convention? Well, until you have, you will never understand how and why the local Chapters exist. We are part of something so much bigger. There is an immense amount of knowledge and resources at your fingertips... IF YOU SHOW UP! How can you know what's going on in your niche if you're not present, networking with the best of the best? If you show up to the meetings, discuss issues, network with agents and stay up to date on the latest gadgets/apps, you will be amongst the Eagles soon. I have always been told "The wise learn from the mistakes of others, it's the fool that wants to make their own mistakes." Tony Gaskins. We have so many resources available and we look forward to building on them, together.

If you missed our Annual Oklahoma Chapter meeting in October, you missed a great meeting. We had an incredible speaker on Minerals and will continue to use him as a resource for Oil & Gas related questions. Wes Turiano, with Farmers National Company, is a wealth of knowledge and the education he provides is always in "layman's" terms. He is easy to follow and we are blessed to have him as a resource for our mineral

**WELCOME 2018
CHAPTER MEMBERS!**

Eric Zellers
Brenda Foulks
Bill Greenwood
Jeanne Gang
Tammie Hiatt
DaLynda Minyen
Brent Lyday
Clay Baxter
Trina Ward
Rod Canterbuy

THANK YOU!



for sponsoring our
lunch at the Annual
Membership Meeting
on October 17th in
Broken Arrow.



**Nov. 11 -
Veteran's Day**



**Nov. 22 -
Thanksgiving**

**Dec. 8 & 9 -
Duck Hunt**

**Dec. 25 -
Merry Christmas**

**January 1, 2019
HAPPY NEW YEAR**

March 3 - 6

questions. We also had Beau Sheffield from Oklahoma AgCredit speak to us about agricultural lending. He provided some great tips and tricks such as how to reduce the Actual Percentage Rate by pre-paying yearly payments. If you have questions or are not aware of how this works, feel free to reach out to him, thank you Beau.

My goal as President is to grow our Chapter during my 2019-2020 Presidency. We currently have right at 30 members and with your help, we plan to increase our membership by 20% in 2020. We will call it "The 2020 Membership Initiative."

We have another initiative rolling out. We will be nominating our 1st annual "RLI OKLAHOMA CHAPTER LAND BROKER OF THE YEAR FOR 2018." Stay tuned for more information on how YOU can be nominated.

With that said, our next event will be our 2nd ANNUAL DUCK HUNT. The hunt will be in the Ponca City area on December 8th and 9th. We will be staying at the Osage Casino in Ponca City. This social event encourages collaboration and tons of networking opportunities. We will have the afternoon to mastermind. Please CONTACT ME and I will get you in touch with the Guide to put down your \$100 deposit.....Come join the elite and shoot birds while doing it.

I look forward to growing our Chapter into a valuable resource for ALL LAND AGENTS. In addition, I look forward to seeing more ALC Applications come across my desk. Call me anytime if I can help out! 918-884-LAND.

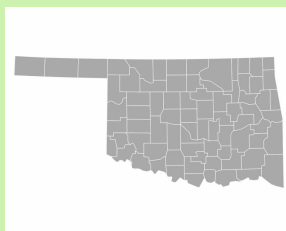
See you soon!
Drew Ary, ALC

COMPS SECTION

Drew Ary, ALC - Keller Williams Advantage

(c) 918-884-LAND (5263)

8/2018 - 90 Acres, mostly pasture, Broken Arrow Schools, Transitional Land, NO Sewer, Wagoner County, South Broken Arrow
\$990,000 or \$11,000 per acre



Ricky Ward - REMAX Champion Land Brokers

(c) 918-658-8067, (o) 918-649-0201

9/2018 - 80 acres, all timber adjoins National Forest, all class VII soils, recreation land, south of Wister in the Ouachita Mountains, \$68,000 or 850/acre

Trina Ward - REMAX Champion Land Brokers

(c) 918-658-8010, (o) 918-649-0201

6/2018 - 101 acres, all timber, food lots, stands, small cabin, all Class VII soils, recreation land, located south of Kinta in the Sans Bois Mountains, \$140,000 or 1,386/acre

Drew Ary, ALC - Keller Williams Advantage

(c) 981-884-LAND (5263)

8/2018 - 200.74 acres, Verdigris River bottom land, Wagoner County, closest major city - Wagoner
\$562,096 or \$2,800 per acre

Brent Lyday - Coldwell Banker / Vanmeter Select
580-504-4608

10/2018 - 40 hay meadow, 2 ponds, boundary Fence

**NATIONAL LAND
CONFERENCE
Albuquerque, NM**

**June 2 - 11
LANDU Week
Denver, CO**

**THANK YOU,
THANK YOU!**

 **OKLAHOMA
AGCREDIT**

We appreciate all that you have done for the Oklahoma Chapter.

We look forward to our continued partnership.

**The Industry-Leading
Land Real Estate
Education Program**

 **LANDU
LAND UNIVERSITY**

**The 2019 LANDU
Education Week will
be held in Denver,
CO, from June 2-11
Course Schedule
and Registration
Information
Coming Soon!**

**THANK YOU TO ALL
who attended the
Brokers Open and
Fishing Tournament at
the Cross B Ranch
near Pauls Valley, OK
last month!**

**We had a great turnout
and a killer steak
lunch provided by the
Oklahoma Ag Credit
office located in Pauls
Valley. They brought
their smoker trailer
and fixed some
incredible steak and
sides!**

Clarita, Coal County, \$100,000

Greg Ganzkow - Coldwell Banker Select, Bixby Office
918-381-5656

10/2018 - 50 Acres Vacant Land road frontage on 2 sides, railroad on one side, Mounds, Creek County 181st Street
Price: \$250,000

Billy Greenwood - REMAX Champion Land Brokers
(c)918-839-5585, (o)918-649-0201

8/2018 - 80 acres, 90% open and in improved pasture, Class IV soils, highway frontage, located west of Spiro, Le Flore County, \$190,000 or 2,375/acre

Brenda Foulks - Solid Rock Realtors
(c) 918-636-9893

6/2018 - 5 acres with house and 40x60 shop, 4 acres pasture, closest city Collinsville, \$210,000 or \$42,000/acre

10/2018 - 18.94 acres w/house, barn, shed and bunk. 16 acres pasture, closest city Vinita, \$160,000 or \$8,448/acre

10/2018 - &.82 acres with house, 7.50 pasture, closest city Collinsville, \$275,000 or \$35,166/acre

Minerals and How to Better Serve Our Clients During Land Transactions

I want to start off this article by stating that I am by no means an expert on minerals but wanted to recap some of what I learned from the presentation provided by Wes Turiano, Senior Vice President of Farmers National Company, at our October Oklahoma Chapter RLI annual meeting. As we all feel, sharing information helps us raise the bar for our industry as land agents and it also helps us serve our clients at a higher level. The biggest thing I got from Wes' presentation is how important it is to stay within our expertise and knowledge when helping our clients prior and during a land transaction. With that said, let the experts be experts, like Wes. I started off by saying I am not an expert on this subject which doesn't bother me in the slightest, but I do know there are experts out there and I need to have them in my quiver.

We have all been there. We are representing a Buyer or Seller and the subject of minerals is brought up. If you're lucky the Seller knows what he/she owns and has proof of such ownership. In areas where production has or is taking place it is even better if the Owner/Seller can provide financial statements as well showing income and other established agreements. In this scenario where ownership is known, agreements are established, financial statements can be provided, involving experts to evaluate the value of these mineral could be very helpful to both the Buyer and Seller when moving forward in the transaction. In areas where mineral production is a valuable source of income, paying for these services is very useful and justified. We want everyone on the same bus going in the same direction with all variables known in association with the transaction.

In Oklahoma, minerals can be a really big deal as we all know but there are portions of the state where very little to no production is taking place making the "who owns what" an even more difficult thing to establish at times. I have been involved in several deals where the Seller said, "I think I own the minerals." I will say that when this has happened to me it has been in regions where mineral production hasn't recently or ever taken

The guys from Pond King in Gainsville, TX brought one of their mini pontoon fishing boats to give us a flavor of what they can build. They also told us about the different aspects of their company and how they provide not only fishery management but also wildlife management and fishing related products like boat docks.

We had several in attendance that were not familiar with RLI so I put in a plug for the organization and what it has meant to me over the past 10 years.

Again, thanks for the support and hopefully through the networking we can all profit from the experience!

Dan Ward
Accredited Land Consultant
Specializing in Large Acreages with Exceptional Water Features
Legendary Land Company
405-206-0914

The duck hunt held in January was such a success, we're doing it again!



place. If it was taking place, these Sellers would have been collecting checks. In my experience this is where things can get difficult. For example, the Buyer wants to own the minerals and the Seller thinks they own them but isn't sure. Maybe even the Seller thinks they own the minerals and they want to retain them because they may be worth something someday. Transactions can fall apart quickly in this scenario. What to do? Unless you are an expert in the field of researching mineral ownership, appraising mineral value, and other related items, it is time to possibly involve those that are. I let my Sellers know that if we really need to know what they own and how much it is worth it may be time to hire the right people to find out, and of course, this is going to cost. This cost can at times be substantial which might make it very unfeasible to pay to find out if the Seller even owns the minerals for one thing and that they may not be worth much for another. Either way, it is important to let everyone know that there are experts out there that can give us this information. Just simply telling our client, "I don't know" is never the answer. We might not know but we can definitely get the right people on board that do.

Like I said, I am not an expert on minerals. Special thanks to people like Wes Turiano that are experts who are willing to help and give us the information we need to inform our clients. We don't need to be knowledgeable on all things related to land transactions, but we do need to know the people that can help us fill in the gaps where our knowledge is lacking. Most important, know the regions you serve and the right people to contact to help you professionally represent Buyers and Sellers. Whether reaching out to a mineral land man, mineral abstracting company, or mineral appraiser, make sure that you are including these professionals in your rolodex of relationships to lean on when concerning land transactions that may include minerals.

Eric Zellers, Land Agent, PE
Zellers Land & Home
KW Advantage

**WHEN:
Saturday/Sunday,
December 8 & 9, 2018
One or two day hunt
Early bird rate - \$275
per day (non-
refundable)
Space is limited....first
SIX (6) registered will
fill the spots.
Meeting place: Ponca
City Casino**

**I look forward to
continuing the
relationships built
during the first hunt,
and starting
relationships with
some new folks.**

**It's a great way to
expand your network
and have such good
contacts in areas all
over Oklahoma that
you can refer a client.
You can honestly say, I
now know them first
hand. Hope to see you
or meet you in
December!**

**Contact Drew Ary at
918-884-LAND (5263).**