



**REALTORS®  
LAND  
INSTITUTE**

**RLI OKLAHOMA CHAPTER**

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September 2017

Greetings!

What an August, have you ever seen so much rain for this time of year? We were just fixing to again start our second cuttings on hay and shut down again for the hurricane remnants. But that's fine, sure has been nice! That is just a part of ranching, and to live the life certainly helps when you are dealing in ranch and land sales.



Participation in RLI is another great tool, with all the training, webinars, blogs, and of course the contacts made with other members. Had the opportunity to work a deal with Sandy Bahe last month, always a pleasure to work with true land professionals. For those of you who do not know, Sandy and Bob were our chapter founders and very active with RLI. Attended a real estate auction in my area a couple of months ago put on by Chapter Treasurer Brent Wellings, and helpful information was shared both ways. Received a referral compliments of John and Becky Walenciak. Did some property shop talk with Kevin Gann. Ran into Greg Ganzkow, former Chapter president, at the State OCA Ranch Roundup in Guthrie in August, and Brent Lyday, Land 101 course attendee, was also floating around somewhere based on Facebook posts. That was after I met with Colorado RLI transfer, Rod Canterbury at a ranch on the way to Guthrie. And the knowledge jam sessions with Sherm Shanklin will always enlighten anyone! My point being, these interactions with state chapter members were within the last couple of months all because of membership and participation with RLI.

The Oklahoma Chapter will be holding a membership meeting on October 4th at which time we will hold elections on various positions. The agenda is not yet finalized, but hopefully will have some training involved. (See more information elsewhere in newsletter.) The annual National RLI Convention has been announced, and will be March 12-14 in Nashville, TN. Truly hope to see a good turnout in October, and I am sure President-Elect, Drew Ary, can tell you the perks of attending the National Convention.

As I close, let me emphasize, everyone please try to attend our fall meeting. Get involved. Meet other members. Start information sharing and networking. Meet someone who can truly help you

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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  
[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**

with a land deal. Be a part of the premier organization for land real estate professionals.

And by the way, did you send Garet any land comps or news to share? If you didn't, please do so for our next newsletter. Give me a call anytime for information or to just chat.

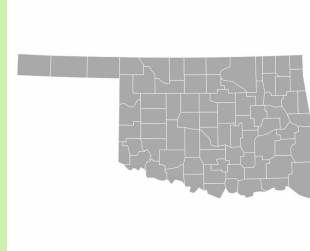
Till next time.

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

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## COMPS SECTION

Ricky Ward, ALC  
RE/MAX Champion Land Brokers  
Hunting Land - 800 Acres raw land -  
Pushmataha Cty, south of Talihina  
\$450,000 - \$562.5/acre



Ricky Ward, ALC  
Hunting Land - 640 acres raw land - LeFlore County, north of  
Smithville  
\$299,000 or \$467.19/acre

Ricky Ward, ALC  
Ranch/hunting combo - LeFlore County, west of Shady Point  
160 acres raw land, \$250,000 or \$1562.5/acre

Sherman Shanklin  
RE/MAX of Green County  
Working cattle ranch - 4366 total acres, 3960/pasture,  
406/hunting/recreational - Mayes County, east of Mazie  
5 bd, 3.5 bath home, 2 smaller homes, large cattle working  
facilities, several loafing sheds and hay barns  
\$9,200,000 or \$2107/acre

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## HOWDY, from Drew Ary!

As I wrote in the May edition of the newsletter, there were a number of useful apps shared at the Future Leaders Committee meeting I attended at the National Land Conference. Not all may be free. Here is the rest of the list:

Evernote - note taking App that links to all devices

UAV Coach - advise and blogging on drones

AcreList - collects county sales data, pulled from Assessor

RemotePilot101 - Everything needed to pass your FAA Test

EZY Watermark - can slap logo on anything you would want

Brvity - contract to close CRM

AppSumo - Groupon for Business owners

If you have had luck with apps not listed here, send Maggie the information and give us your review of the app.

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**ELECTIONS.....CAST YOUR VOTE.... Sept. 1st -15th**

**Ganzkow & Rachel  
Pickens, Co-Chairs**

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## MARK YOUR CALENDAR

**Wednesday,  
October 4, 2017  
4:30 - 6:30 p.m.  
RLI Oklahoma  
Chapter Annual  
Membership Meeting**

**Waiting for  
confirmation on  
exact location, but  
meeting will be held  
in Stillwater.**

Chapter Elections will take place. There are three director terms that expire this year. Two of the positions are for 3-years and one is a 2-year term. If you are interested in running for a position, contact Maggie.

Agenda & Ballot will be sent prior to meeting.

**Need volunteers** to help staff the Chapter booth in the Exhibit Hall. If you could spare a couple hours that day, please drop me an email to let me know. A schedule will be put together.

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## CALENDAR

9/4 - Labor Day

9/22 - Autumn Begins

October 3 & 4  
OAR REIgnite Education  
Conference & Trade Show  
OSU Student Union &  
Alumni Ctr.,  
301 S. Hester St,  
Stillwater, OK

As part of the new RLI Bylaws, a new board structure, which includes three At-Large Director positions, has been put in place to give members more representation on the national board and more input into their discussions and decisions.

The election will run from September 1-15 in accordance with RLI Bylaws. All eligible voters\* will be able to vote on the 2018 Vice President and for the three open At-Large Director Positions during the voting period.

\*Eligible Voters are defined as those who are active members of the REALTORS® Land Institute and also hold a REALTOR®, REALTOR® Associate, or Institute Affiliate membership in the National Association of REALTORS®.

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## CHAPTER WEBSITE

The new Chapter website should roll out in September. I anticipate somewhere between mid-to-end of the month.

Here's where I need your help. Send me photos, photos, photos specific to Oklahoma, and the Chapter that you may have.

They can be scenic, farm/ranch, animal, sports, from the air or the ground, etc. - NO Listing photos.



Please send me photos you have the usage rights to. They must be high resolution, minimum of 600x1000 pixels. Be sure to note in your email you are granting the Oklahoma Chapter use of the photos on their website.

When people visit the website, I want them to see what Oklahoma is all about from your eyes. I want to show them what you love about Oklahoma and what it has to offer if they decide to purchase land in the "Sooner State".

Add your personal touch to the Oklahoma Chapter website!

Oklahoma Chapter RLI | | [info@okrli.com](mailto:info@okrli.com) | <http://www.okrli.com>

**Oklahoma Chapter will have a booth at the Exhibit Hall**

**4:30 p.m. - OK Chapter Membership Meeting**

**10/31 - Halloween**



11/11  
Veterans Day

**11/23 - Thanksgiving**

**LAND**  
MAGAZINES

**THANK YOU**  
Chapter Sponsor

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