



## March News

Good Morning Everyone,

I want to say "thank you" to everyone that attended the Land 101 class in McAlester. We had good attendance and a great class.

We held a mock marketing session and buyer's board and the overwhelming response from everyone is they want to see more. The buyer board was a big hit and one agent ended up writing a contract for a seller while they were at the class.

Spring is here and we want to get a few ranch tours scheduled over the next few months. This is a great way for everyone to get involved. If you have a ranch property for sale and want some broker's feet on the ground to view it, let us know so we can get it on the calendar. Being aware of what is available and having the opportunity to see it is a plus for your sellers, buyers, and you as brokers. The schedule will be put out in the next few weeks, so be sure to let [Maggie](#) or [myself](#) know in the next week or so if you have a property to tour and be sure you plan on attending the others scheduled.

It is time to make your nominations for the [2020 Oklahoma RLI Chapter Awards](#): *Land Broker of the Year*, *Largest RLI to RLI Transaction* and *Top-Hand*. If you are a member and want to submit what you have worked so hard to accomplish in 2020, please fill out the appropriate form(s) and nominate yourself or another. Awards will be announced and presented at the next Chapter meeting.

I know everyone is busy with the market the way it is, so I will be short and hope everyone stays safe and hope to see you at the next meeting or Chapter event.

[Rod Canterbury](#), President  
RLI Oklahoma Chapter  
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[Visit our Website](#)

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### UPCOMING EVENTS

#### Ranch Tours

**This is your opportunity to have brokers attend your property listings.**

**Last year's tours were great and had good attendance.**

**Let [Maggie](#) or [Rod](#) know in the next week or so if you have a property to tour**



### EDUCATION

#### LAND 101 Class a Success!

The Land 101: Fundamentals of Land Brokerage class held earlier this month in McAlester was a resounding success. Seventeen RLI members and non-members took the class from instructor Tim Hadley, ALC. Students enjoyed the sharing of lots of knowledge, great networking, and awesome food from local restaurants. And as one student's evaluation said "Just like it says – Intro to Land – just what I needed!"

We look forward to welcoming those who were introduced to RLI and the Oklahoma Chapter as members in the near future!

Thanks to the sponsors of the class: United Country, Patriot Dealership, Land.com Network, Wampler's Freedom



# CONGRATULATIONS



The following Oklahoma Chapter members were recognized as members of the 2020 APEX Producers Club during the National Land Conference held earlier this month.

They are:

Drew Ary, ALC Zurick Labrier, ALC  
Ricky Ward, ALC Trina Ward  
Eric Zellers

(Hopefully I didn't miss anyone. If I did let me know.)