



Spring 2010

Iowa Chapter of REALTORS® Land Institute Quarterly Newsletter

IOWA FARM & LAND CHAPTER #2 REALTORS® LAND INSTITUTE
800-532-1515 • 515-453-1064

Under All Is The Land • www.rlifarmandranch.com

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National RLI Vice President, Ray Brownfield, ALC, Visits Iowa

National RLI Vice President, Ray Brownfield, ALC, visited Iowa Friday at the Land Expo. He arrived Thursday evening and was greeted and had dinner with Sam and Jeanie Kain, Carl and Becky Jackson, Randy Hertz and Steve Bruere.

Ray was elected at the September 18, 2009 Convention. He told the membership, "My goal as your incoming RLI Vice President, with our leadership team, is to continue building value added benefits for our membership. Your continued input will always be welcome." He will ascend to the role of RLI National President in 2012.

Brownfield earned the professional title of Accredited Farm Manager (AFM) in 1970, Accredited Rural Appraiser (ARA) in 1974, and Accredited Land Consultant (ALC) in 2005. During his career, he has worked in farm management and real estate brokerage for Continental Illinois Bank & Trust Company, First National Bank of Peoria, The Northern Trust Bank, Capital Agricultural Property Services, Inc., and currently works at John Green Land Company.

Ray is serving on the 2009 RLI Board of Directors as the Legislative Vice Coordinator, and is one of the directors of the Illinois RLI Chapter. He served as president of the American Society of Farm Managers & Rural Appraisers (ASFMRA) from 2007-2008.

Key Points made by Vice President Brownfield include, the benefits of RLI which are Networking, Education and Marketing. He stressed that "New ALC Requirements" will permit a broader base of real estate experts to achieve the Accredited Land Consultant (ALC) designation. More information can be found in the fall 2009 issue of TerraFirma and www.rliland.com/FastTrack.aspx or contact RLI at 1-800-441-land. RLI is now expanding membership in RLI to encourage professional contact with Appraisers and Farm Managers.

Vice President Brownfield reminds us of the "RLI National Land Conference" on April 8-9, 2010, at the Omni Hotel, Fort Worth, Texas. To get more information go to www.rliland.com.

In an article of the 2009 Fall issue of TerraFirma, Ray tells us the answer to, "Can Hobbies and Work Mix?"



National RLI Vice President,
Ray Brownfield, ALC

The REALTORS® Land Institute serves the extraordinary
real estate professionals who are committed
to our most precious resource:
the land.



Real Estate Auction Course

Real estate auctions are profitable, professional, and on the rise. Learn how auctions work, how to partner with an auctioneer, and how to use auctions as a unique marketing tool to grow your consumer base. Gain a competitive advantage with this ABR® one-day, elective course brought to you by Iowa REALTORS® Land Institute and the Iowa Association of REALTORS®.

April 12, 2010 at the IAR office, 8:00 am - 5:00 pm

8 hours Iowa RE elective credit and 8 hours Iowa Appraisal credit

Register online at www.iowarealtors.com/education

For more information call 800-532-1515 or 515-309-9343

IOWA FARM & LAND REALTORS® LAND INSTITUTE 2009/2010 OFFICERS

President: Roger Johnson
Farmers National Co., Cedar Falls

President-Elect: Jon Hjelm
The Acre Company, Spencer

Vice President: Steve Bruere
Peoples Company, Indianola

Treasurer: Lyle Siefert
Hawkeye Farm Mgt. & RE, Oskaloosa

Imm. Past Pres: Carl Jackson
Farmers National Co, West Des Moines

Northwest: Bob Gee
Farmers National, Spencer

Northeast: Dale Caraway, ALC
Caraway Realty, Maquoketa

Southwest: Scott Potthoff
Potthoff Realty, Carroll

Southeast: Ken Paper, ALC
Ruhl & Ruhl Realtors, Davenport

WELCOME TO THESE NEW MEMBERS

Iowa Chapter:
Brian Feldpausch
Peoples Company, Cedar Falls

Matt Adams
Peoples Company, West Des Moines

Executive Director: Sharon Ewell
1-800-532-1515 or 515-309-9343

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Spring Seminar: Iowa Chapters, ASFMRA & RLI

To be held **March 23, 2010** at the **Quality Inn Hotel & Convention Center in Ames, Iowa. 6 Credit Hours. To Register call 1-800-532-1515, Ext. 343 or email Sharon@iowarealtors.com.**

- 8:00 am Registration and Refreshments
- 8:45 am Welcome, Introductions, Announcements
Jim Jensen, Iowa Chapter, ASFMRA, Chair,
Planning Committee
- 9:00 am "Cap and Trade Legislation – What's Proposed and
What Does It Mean"
Chad Hart, Assistant Professor, ISU Economics Dept.
- 10:00 am Refreshment Break
- 10:15 am "Corn Suitability Ratings – Update"
Lee, Burras, Professor, ISU Agronomy Dept.
- 11:15 am March, 2010 Land Trends and Value Survey, RLI
Troy Louwagie, ALC, Hertz Real Estate Services,
Mt. Vernon (Reaction Panel Discussion)
- 12:15 pm Lunch
- 1:00 pm "Managing for Profit and Risk in Iowa Agriculture"
David Kruse, CommStock Investments, Royal
- 2:00 pm "Economics of Drainage Tile"
Matthew Helmers, Associate Professor, ISU Ag.
& Biosystems Eng. Dept.
- 3:00 pm Refreshment Break
- 3:15 pm "Iowa Economy – What's Ahead & Implications to
Agriculture"
David Swensen, Lecturer, ISU Economics Dept.
- 4:15 pm Adjournment and Real Estate and
Appraisal Continuing Education Certificates

Iowa REALTORS® Land Institute 2010 Calendar

- March 23, 2010** Joint Meeting with the ASFMRA
Ames, Iowa
6 Hours CE and Soft Appraisal Hours
8:00 pm-5:00 pm
- April 12, 2010** "Auction" Class
Instructor: Sam Kain, ALC
RLI/IAR Office Building
Clive, Iowa
8:00 am-4:00 pm
- June 8-11, 2010** Summer Meetings - Iowa City, Iowa
"Land 101" Class
Instructor: Randy Hertz, ALC
Riverside Casino & Golf Resort
Regional Meeting/
Marketing and Education
- August, 2010 (tentative)** "1031 Exchange" Class
David Brown
RLI/IAR Office Building
Clive, Iowa
8:00 am-4:00 pm
- September 20-23, 2010** Convention
Dubuque, Iowa
- October 20, 2010** "Law Update" Class
RLI/IAR Office Building
Clive, Iowa
8:00 am-4:00 pm
- November 5-8, 2010** National Convention
New Orleans, Louisiana
- December 8-9, 2010** Winter Meetings
Clive, Iowa

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New Online Course - Section 1031 Exchanges

offered by IAR through **LectLearn**



David Brown, President of IPE 1031, and a nationally recognized expert on the topic of Section 1031 Exchanges, authored this exciting new course.

This new, interactive 3-hour CE course will cover basic and intermediate exchange principles such as how to determine if exchange is appropriate, what properties qualify for exchange treatment, documentation requirements, important rules and restrictions, and much more.

To register:

1. Visit www.iowarealtors.com/education
2. Click on Mandatory/Electives Online
3. Scroll down to Elective Course Section.

1031 EXCHANGE

www.rlifarmandranch.com

REALTORS® Land Institute Membership Drive Update...

by Steve Bruere, 2009/2010 RLI Vice President

With the first quarter of 2010 coming to a close I am proud to announce the membership drive for the REALTORS® Land Institute is off to a successful start.

The revamped newsletter has been a great tool to communicate membership news, dates, and other important information to our members and prospective members. In addition to the newsletter, the RLI application forms have been revamped and made available electronically and reformatted in a user friendly format. For those of you who want to broaden your horizons electronically you can join me and 22 other members on the LinkedIn page which has been created for our members to share information about new listings, interesting articles, and more. Please take some time to join LinkedIn – we hope it will become the go-to place for land brokers in Iowa to share information.

Sharon Ewell worked overtime at the Iowa Land Investment Expo in January recruiting new members to RLI and showcasing the RLI Farm & Ranch Multiple Listing Service. There are currently 123 land listings to view

online. A special auction section was recently added to promote upcoming land auctions. If you are not taking advantage of RLI Farm & Ranch I encourage you to spend some time searching for properties. RLI Farm & Ranch is managed by the Iowa RLI Chapter; however, any RLI member from across the United States may belong to and submit properties. We are fortunate to have this website available to us and offer it to other RLI Chapters around the country.

As I continue to get involved in the Iowa Chapter of REALTORS® Land Institute, I'm impressed with the resources available to members. Our officers are working hard to continue to build on our success and looking for volunteers who share our passion for RLI and are interested in getting involved in one of our committees. I'm looking forward to working with all of you as I continue my term as Vice President to promote the Iowa Chapter of RLI. As always, I invite you to share your thoughts and ideas with me as we continue to position the Iowa Chapter as the leading Chapter in the country.

Submit Your Member News

Join the Iowa Chapter of REALTORS® Land Institute on LinkedIn for updates affecting the land business and RLI members. We currently have 22 members on LinkedIn sharing news, jobs, and more. Visit www.Linkedin.com and search for the Iowa Chapter of REALTORS® Land Institute.



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