

Craig Wetterlund
Northern Rockies Real Estate
334 North Main
Buffalo, WY 82834

JACKSON HOLE WYOMING

August 3–5, 2010

LAND INVESTMENT ANALYSIS



The Wyoming Chapter of RLI would like to encourage you to take advantage of the opportunity to ease the pains of being in a classroom with the prospect of combining it with pleasure in such a spot as Jackson Hole in the Wyoming Teton Mountains, we say:

**GO FOR IT
YOU WON'T REGRET IT**

Your Instructor...

Andre J. van Rensburg

Andre J. van Rensburg CCIM, ALC, CIPS was born in South Africa and has been living in the United States since 1999. He is a USA citizen. He holds a law degree and a post - graduate qualification in Real Estate Development.

Mr. van Rensburg entered the real estate profession in 1985 after practicing law for a few years. He became the CEO and majority shareholder in Steer Commercial Realty (Pty) Ltd. - a Cape Town based company which was formed in 1879 – the oldest privately owned real estate Company in South Africa. In that period Steer & Co. operated approximately 35 offices throughout the Western Cape Region and approximately 472 real estate associates. Mr. van Rensburg is the President of Prudential Commercial Real Estate based out of Jacksonville servicing the Jacksonville MSA and surrounding areas.

Mr. van Rensburg specializes exclusively in commercial real estate and has worked in various parts of the world including South Africa, the UK and the USA. He is the president elect for the Commercial Board of Realtors of Saint Augustine and Saint John's County Board of Realtors and is the Chair for the Education Committee for Florida Commercial Alliance. He is also the VP elect for the North Florida Chapter of CCIM. He holds various designations including the prestigious Certified Commercial Investment Member (CCIM) designation, Accredited Land Consultant (ALC) designation, Certified International Property Specialist (CIPS) designation. He is Paul Harris Fellow and a member of Sunrise Rotary Club.

Mr. van Rensburg has taught various real estate courses and delivered presentations about various aspects of commercial real estate including hospitality industry and timeshare industry. Mr. van Rensburg is an instructor for the CCIM Institute and Realtor's Land Institute. He is a private pilot and will be seen at most of the Vanderbilt University and Furman University football games as his two sons play for these colleges.

Land Investment Analysis

Land for investment is big business. In this course, students learn to determine relevant cash flows for origination (purchase/acquisition), operation (rents, income and partial sales), and liquidation (sale/disposition). Other topics covered are: time value of money techniques to analyze cash flows, traditional indicators (ratios, cap rates, cash-on-cash) for investment analysis, and alternative investment analysis as a way to select the most appropriate two acquisition technique. Students are given spreadsheet templates for analyzing case studies. Note: Students are required to bring a portable computer to the class sessions.

RLI Core Course

Marketing Session

August 6 9 to 5 \$35.00

Please bring 30 packages and "Haves & Wants"

for the marketing session.

ALC Accredited Course

18 hours

Make Your Own Reservations.

Rooms fill up fast in Jackson.

Be sure to ask for RLI discount.

ANTLER MOTEL

Phone 307-733-2535

800-522-2406

**Do this
RIGHT NOW!!**

Craig Wetterlund

307-217-0170

craig@northernrockiesrealestate.com

When & Where
*COURSE AND MARKETING WILL
 BE HELD AT THE*

ANTLER MOTEL
 Jackson, WY
 Phone 307-733-2535
 800-522-2406

August 3 8:00 am Registration
 August 3 9:00 am - 5:30 pm Education
 August 4 9:00 am - 5:30 pm Education
 August 4 (Optional) Chuckwagon Dinner
 August 5 8:00 am - 5:30 pm Education
 August 5 6:00 pm - 8:30 pm ... Cowboy Auction
 August 6 8:00 am - 9:00 RLI Meeting
 August 6 9:00 am - noon Marketing

**Class Registration
 Fees**
 August 3 - 5

ALC auditing course
 previously taken \$150.00
 ALC \$200.00
 ALC Candidate \$345.00
 RLI Member \$395.00
 Non-Member \$445.00

For Information
Call Craig Wetterlund
307-217-0170
 e-mail: craig@northernrockiesrealestate.com

Jackson Wyoming

A great place to bring the family, has outstanding scenery, great shopping, blue ribbon trout fishing, float trips on the Snake, and pleasant weather. It's a great jumping off place for the Grand Teton and Yellowstone National Parks. We have historically had a good mix of brokers from all around the country. There are two days of education, one day of marketing and three days of fun.

Air travel into Jackson is through Denver, Salt Lake, Dallas or Minneapolis and is served by six airlines: American, Sky West, Delta, United Express, Northwest, and United.

www.jacksonhole@airport.com

The Chuckwagon is an optional activity that most conferees take part in with lots of "good food and great entertainment".

A Cowboy Auction and Cocktail Party will be held on the evening of August 5. Bring something from your area to be auctioned. Food and drinks furnished by Chapter.

Call or write the Jackson Hole Chamber of Commerce and ask for the "Summer Planner".

P.O. Box 550
 Jackson, WY 83001
 (307) 733-3316

We will furnish –

Course material

Fresh air

Continental breakfast

Coffee and pop (all day)

Spectacular scenery

Lots of fun

Good education

Wyoming Realtors Land Institute Offers Beautiful
JACKSON HOLE, WYOMING – AUGUST 3-5, 2010

LAND INVESTMENT ANALYSIS

Please return this registration form by mail to: Craig Wetterlund, 334 N. Main St., Buffalo, WY 82834

Name _____ Amount Enclosed: \$ _____
 Company _____
 Address _____
 City, State, Zip: _____
 Phone _____ Fax: _____
 Tuition: \$345 ALC Candidate/Designee \$395 RLI member \$445 Non-Member \$150 ALC Repeating Course \$200 ALC
 Payment enclosed: Check/Money Order No Credit Cards Make payable to Wyoming RLI