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Clift Land Broker Agents Attend #1 National Land Conference in the Country

Amarillo, TX – George Clift, ALC, Bryan Clift, and Zurick Labrier of Clift Land Brokers and Alliance Land Auction in Amarillo, TX, attended the “Landing the Deal” National Land Conference of the REALTORS® Land Institute, held March 24 – 25, 2011, in Nashville, Tenn.

The annual conference, which is attended by the leading land professionals across the country, included a series of programs on the latest trends and issues facing the land specialist in real estate. “As farmland prices reach historic highs, environmental and property rights issues hit the headlines, and land markets adjust to the realities of today’s market,” says George Clift, “it’s more important than ever that practitioners who specialize in land transactions keep their competitive edge. Attending a conference like the National Land Conference enhances our ability to serve our clients.”

The conference is produced annually by the REALTORS® Land Institute, which is an affiliate organization of the National Association of REALTORS® and the membership organization of choice for land professionals. The Institute awards its Accredited Land Consultant (ALC) designation to only those members who achieve the highest levels of education and experience.

Program sessions at the conference covered important big picture issues, including the overall economy, the regulatory environment, and working with lenders in today’s economy. In addition, speakers explored real estate specific topics such as online auctions, negotiations, the investment outlook for timber and agriculture, razing and demolition, opportunities in natural gas, and strategies for success in advisory services. In addition, there were ample roundtable discussions and networking sessions for one-on-one information sharing and deal making.

Speakers included academics Dr. Mark Dotzour of Texas A&M University; Dr. Lloyd Irland of Yale University; Peter T. Wulfhorst of Pennsylvania State University; and Dr. Frank Parker of Boston College, as well as practitioners from firms United Country, Colliers International, International Farming Corporation, Prudential Commercial, Brandenburg Industrial, and more. Sponsoring organizations included Farmers National Company, the National Association of REALTORS®, LandFotos, Map My Land, The Land Report, Mossy Oak Properties, Open Fences, United Country, Atlantic Advisory Group, the American Society of Farm and Ranch Managers, the Greater Nashville Assn. of REALTORS®, and the Tennessee Association of REALTORS®.

For more information on the REALTORS® Land Institute and its Accredited Land Consultant (ALC) designation, go to www.rliland.com. Next year’s National Land Conference will be held in Denver, Colo. (dates to be announced).

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