

## About the ALC Designation



The REALTORS® Land Institute confers the esteemed Accredited Land Consultant (ALC) designation to only those individuals who achieve the highest level of education, experience, and professionalism.

### ALC Candidacy Status:

Most real estate licensees begin their journey as a land professional by enrolling in the RLI organization's Land University program, traditionally with the course, "Land 101: Fundamentals of Land Brokerage" (recommended as the first Land University course but not required to be the first course). Individuals retain their candidacy status toward the ALC designation as long as their membership in the RLI organization is maintained.

### ALC Designation Requirements:

Education, real estate experience, and transaction volume are demonstrated and substantiated through the ALC designation approval process.

### EDUCATION REQUIREMENTS

Successful completion of a total of six Land University courses (3 required and 3 electives). At least 3 courses must be taken in a live classroom setting.

#### Required courses (3 total):

- Land 101: Fundamentals of Land Brokerage
- Land Investment Analysis
- Tax Deferred 1031 Exchanges

#### Electives (3 of 6):

- Tax Implications of Real Estate
- Agricultural Land Brokerage and Marketing
- Creative Land Planning
- Land Development
- Site Selection
- Transitional Land
- Practical Navigation for Land Brokers
- other electives as developed by the REALTORS® Land Institute
- other course equivalencies as approved on an individual basis *(Individuals who have successfully completed land courses provided by educational institutions or other professional organizations may apply for in-kind, or "equivalency" elective credit. Each request for such credit is reviewed on an individual basis. Course outline(s), proof of completion, and related documents must be submitted for consideration. Each equivalency submission requires an \$80 review fee. Equivalency requests must include a complete course syllabus and proof of completion. Candidates may request no more than 2 elective equivalencies. Equivalencies are not accepted for the required courses.)*

### EXPERIENCE RESUME

Submission of a resume that demonstrates a minimum of three years of experience in the sale or purchase of land as an agent, broker, or as a representative of or for a corporation or government agency; or a minimum of three years of comparable real estate experience in auction, appraisal, brokerage, leasing, sales, development, consulting, management, or related services.

### VOLUME REQUIREMENTS

Submission of a portfolio that demonstrates expertise in land sales or providing real estate services related to land. The portfolio must substantiate participation in at least 5 land transactions totaling \$10,000,000\*, or a minimum of 25 separate land transactions of which no more than 80 percent involve residential lot sales, or a comparable level of volume dependent upon the land specialty and type(s) of real estate services provided. Cited transactions and services must have been completed no more than 5 years prior to the submission of the ALC application.

*\*For volume calculations, the buyer side is equal to the full sales volume, the seller side is equal to the full sales volume, and if both sides of the transaction are handled by one agent, double the volume of the transaction for the purpose of fulfilling the volume requirements. For example, if John Doe is the listing agent on a \$1 million dollar sale, count \$1 million; for the buyer side, count \$1 million; and if both sides of the transaction are handled by one agent, count \$2 million for the purpose of fulfilling the transaction requirement.*

Substantiation documents include, but are not limited to:

- signed closing or commission statements, contracts, and leases
- approval documents or permits, site/development plans
- recorded and signed deeds
- statements of value or copies of appraisals
- copies of consultant reports or commentaries on consulting assignments
- letters from employers indicating a principal involvement in land transactions, development, appraisal, or related services

**EXAM**

Successful completion of a comprehensive online exam that covers the core components of the Land University curriculum. All candidates will be able to enroll in a Review Course for the ALC Accreditation exam.

**RECOMMENDATIONS**

Submission of at least two letters of recommendation, one from an Accredited Land Consultant and one from a client or employer.

**REVIEW by the ACCREDITATION REVIEW PANEL**

After completing all requirements, including passing the comprehensive exam, ALC candidates must make a formal application and submit a \$350 application fee. The formal application is peer-reviewed by a 5-member Accreditation Review Panel that meets two times per year, once in the spring at the Annual Land Conference and once in the fall at the Annual Convention. Applications must be filed at least 45 days in advance of the Review Panel's meetings. Annual deadlines will be posted online.

The Review Panel will consider all applications to determine whether the requirements have been completely satisfied. Members of the Accreditation Review Panel may request additional information from any ALC candidate should there be questions regarding the candidate's fulfillment of the requirements. The Chairman of the Accreditation Review Panel serves as the liaison to all applicants. Candidates who are determined not to have satisfied the requirements will be advised of the reasons for that determination so that they may have the opportunity to correct any deficiencies.

The Accreditation Review Panel and Chairman are appointed by the RLI officers and Education Steering Chair and serve three-year terms on the Review Panel.

**MENTOR PROGRAM (OPTIONAL)**

ALC Candidates may request to be assigned an ALC mentor to guide them through the Accreditation process. Candidates may either request a specific mentor or may ask to be assigned a mentor.

**Note:**

-Broker managers currently may qualify for the ALC designation if they meet the following requirements:

- manage a minimum of 10 agents
- meet all ALC course requirements
- oversee sales volume of \$30 million over a 2-year timetable
- possess 5 years of management experience
- attend at least 1 national NAR or RLI meeting every 3 years

-Individuals holding the CCIM, CRE, SIOR, and related designations may receive their ALC designations through an accelerated "Fast Track" program. Instead of the six required courses, Fast Track candidates need to complete three courses: Land 101, Land Investment Analysis, and one additional Land University course. Fast Track candidates must still meet all the ALC experience and volume requirements.