

Illinois Realtors® in conjunction with  
The Illinois Chapter of the Realtors® Land Institute  
Central Illinois Board of Realtors®  
and the Illinois Society of Professional Farm Managers and Rural Appraisers

## **Realtor® Licensing Education**

**Two 3-Hour Courses**

8:30 a.m. - 5 p.m.

**March 26, 2025**

DoubleTree by Hilton

10 Brickyard Drive

Bloomington, IL

### **FI -- 1104 Property Taxes in Illinois -- 3-hour Elective**

**8:30 a.m. - Noon**

**Cost: \$80**

Instructor: Norm Willoughby -- License # 563-001630 -- Bruce Sherrick, Ph.D., U of Ill Invited as Guest Speaker

Property taxes in Illinois are an important component in the process of selling, buying and owning real property. Real estate licensees should have a working knowledge of how taxes are prepared, extended, billed and collected. This is important information that should be conveyed to their clients.

Flyer: 02.05.24 APP 503 FI 1104.

### **FM 802 Farm Brokerage in Illinois -- 3 hr. elective**

**1 p.m. - 4 p.m.**

**Cost: \$80**

Instructor: Norm Willoughby -- License # 563-001630

This course is an introduction to the basic principles and concepts involved in farm brokerage and farm property management. The course will cover the issues of farm brokerage in listing and selling farm properties including an open discussion of productivity, lease termination, government programs, recreational opportunities, market trends and more. In addition, this course will provide a current discussion of market trends, types of farm leases, protection of the land owner's assets and more. The purpose is to provide real estate licensees a better understanding of farm brokerage and farm management in an interactive format. Like other real estate niches, farm brokerage can be rewarding, but nuanced and the licensee must have the expertise to best represent their clients.

Note: Registration for these activities is separate from and DOES NOT include registration for the Illinois Land Values Conference

**For more information contact [jenniferbabbri@gmail.com](mailto:jenniferbabbri@gmail.com) 309-369-1700**

**Registration Deadline is March 18 -- none accepted after that date**

**To register complete and submit form on second page**

**or GO TO**

<https://ispfmra.org/2024/02/14/register-now-realtor-licensing-education-2/>

## **Lodging**

A block of sleeping rooms has been set aside at the Doubletree by Hilton. Rates for the Land Values Conference is \$139 per night. Reservations can be made by calling the hotel directly at **309-664-6446**. The room block is in the name of *Land Values Conference*

# Registration

[ ] **FI 1104** \$80      [ ] **FM 802** \$ 80      (includes breaks and luncheon)

Total \$ \_\_\_\_\_

Name \_\_\_\_\_ NRDS or  
License # \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ ST \_\_\_\_\_ ZIP \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_

Credit Card # \_\_\_\_\_ Exp Date \_\_\_\_\_

Submit registration form only to:

ISPFMRA  
N78W14573 Appleton Ave. #287  
Menomonee Falls, WI 53051

Or

Fax to: 262-253-6903

***DO NOT SUBMIT VIA EMAIL WITH CREDIT CARD INFORMATION.***

If you have any disabilities that require special accommodations, please identify those special needs:

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