

**Real Forestry for Real Estate  
Fredericksburg  
March 13, 2012**

**\*\*Please register by March 1\***

\$45/person - includes breaks, lunch, materials and continuing education credits.

**Return this form along with check  
(payable to Virginia Tech Treasurer) to:**

Jennifer Gagnon  
228 Cheatham Hall (0324)  
Blacksburg, VA 24061

**Or register on-line and pay by credit card at  
[www.cnre.vt.edu/forestupdate](http://www.cnre.vt.edu/forestupdate)**

Please print or type.

Name(s) \_\_\_\_\_

Street/P.O. \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_

E-mail \_\_\_\_\_

Dietary restrictions? \_\_\_\_\_

Special assistance required?  Yes  No

**Do you want CE \_\_\_\_\_ PLE \_\_\_\_\_ credits?**

**Other Program Sponsors**



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If you are a person with a disability and desire any assistive devices, services or other accommodations to participate in this activity, please contact Jennifer Gagnon at 540/231-6391/TDD\* during business hours of 8:00 a.m. and 5:00 p.m. to discuss accommodations 5 days prior to the event. \*TDD number is (800) 828-1120.

Do you sell rural land? If so,  
**Real Forestry for Real Estate**

can help you become more knowledgeable about your product!

VDPOR Approved for  
8 PLE/CE/Appraiser Credits



March 13, 2012 - 8:00 - 4:30

Registration begins at 7:30

**Fredericksburg Historic District**

**Courtyard Marriott**

**Fredericksburg**

**Sponsored by:**

*Tri-County/City  
Soil & Water Conservation District*



# Real Forestry for Real Estate

Virginia has over 15.8 million acres of forestland, most of which will change ownership in the next 5-10 years.

Real Forestry for Real Estate is part of a strategy to put sound forest management information into the hands of the new owners.

## Location & Map:

*\$45 registration fee includes breaks, lunch, materials, and 8 PLE/CE credits.*

**Fredericksburg Historic District  
Courtyard Marriott  
620 Caroline Street  
Fredericksburg, VA 22401**

**marriott.com/FKRCY  
540/373-8300**



## Real Forestry for Real Estate Agenda

- **Background**
  - Importance of forestry in Virginia
  - What is sustainable forestry?
  - Who are family forest owners and why are they buying land?
- **Challenges to Sustainable Forestry**
  - Fragmentation
  - Exotic invasive plants
  - Diseases
  - Fire
- **Managing to Meet These Challenges**
- **Things to Know About Forestry Which Can Help Sell a Piece of Land**
  - Basic tree id
  - Land use history
  - Site quality determination
  - Income opportunities & available assistance
- **New Landowner Packets**
  - How can real estate professionals participate?
  - What is in the packets and why
  - Follow-up
- **Wrap-up**
  - How can we improve?
  - Additional continuing education topics?

***Whether you're selling 5 acre or 1000 acre tracts, Real Forestry for Real Estate will provide you with practical information which may help increase the appeal of the property to your clients.***

No prior forestry knowledge is required.

For more information contact  
Jennifer Gagnon  
228 Cheatham Hall 0324  
Blacksburg, VA 24073  
540/231-6391  
jgagnon@vt.edu  
www.cnre.vt.edu/forestupdate

New Landowner Packets will be distributed to all interested participants.  
All presentations will be available on-line at:  
[www.cnre.vt.edu/forestupdate](http://www.cnre.vt.edu/forestupdate)