

Minnesota Broker Osterloh Achieves ALC Designation

Early last year, we posted an article about the brokers in our network who hold an ALC Designation [[click here to read that article](#)]. We are pleased to share this press release announcing the newest designee to join the ranks and share the ALC Designation. Congratulations Rod!

Rod Osterloh has received the Accredited Land Consultant (ALC) designation from the REALTORS Land Institute. The ALC designation was the result of a comprehensive exam and multiple land-specific courses over several years. The specialized courses included topics in IRS Section 1031 tax deferred exchanges, timberland, Google Earth and financial analysis, among others. While Osterloh is the only ALC in North Central Minnesota, there

are numerous ALC's in southern Minnesota, primarily serving the agricultural sector.



Osterloh has been a broker with Close~Converse, Inc, Brainerd MN since 2003. He has over 44 years of real estate and business experience in North Central MN, having owned and managed real estate brokerages, retail and manufacturing businesses. Much of his land brokerage practice is focused on marketing land for [Potlatch Corporation, a multi-state land and timber REIT](#). Marketing Potlatch's land includes hunting/recreational properties as well as commercial, development and industrial land. Osterloh also represents individuals, organizations and banks to market commercial/investment properties, commercial and development land in the region.

The REALTORS Land Institute (RLI) is a professional organization that provides education, networking opportunities, tools and expertise so its members can better serve their clients. Members of RLI specialize in all types of land, including recreational, farms, ranches, timberland, vineyards, orchards, undeveloped land, subdivision, site selection and assemblage of land parcels, appraisals, auctions and farm and land management.

For more information, contact:

Rod Osterloh, ALC
[Close~Converse, Inc.](#)
521 Charles St. Suite 201
Brainerd MN 56401
Office: 218-454-4052
Mobile: 218-831-1301
Osterloh@CloseConverse.com