



Principles of Land Acquisition

100 (2 Day) - Principles of Land Acquisition

November 23-24, 2026

Virtual Class

Credits: 16 QEU/CEU

Credentialing

- **New SR/WA Program:** Core course required for the RWA certification.
- **Industry:** Core course required for the RWA certification.
- **Specialist:** Required course for the R/W-URAC certification.

Topics

- **Ethics:** Describe the IRWA's Code of Ethical Conduct, Standards and Procedures, as well as ethical behaviors that guide the work of the right of way and infrastructure professional.
- **Interdisciplinary Team:** Recognize the key role that the right of way and infrastructure professional plays on the project team, as well as the importance of a team approach to the work.
- **Environmental Concerns:** Describe the effects of public projects on the environment, as well as the types of environment assessment processes and studies.
- **Engineering/Surveying:** Summarize the three-view concept of engineering plans, as well as property descriptions.
- **Appraisal:** Describe the basics of the valuation process and the role of the appraiser in the acquisition process.
- **Negotiation/Mitigation:** Explain the right of way agent's role during negotiation, including basic components from preparation to closing.
- **Relocation Assistance:** Discuss the basics of relocation assistance for residential and non-residential

Course Tuition Includes

- Learning Guide
- Principles of Right of Way Textbook
- Engineering Tools (engineering scale, protractor, and scaled ruler)
- Real Estate Dictionary
- Study Guide
- United States Law Relocation Supplement (for U.S. classes only)



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Instructor

Gordon E. MacNair (Gord), SR/WA, AACI, P.App., is a Senior Infrastructure Real Estate Advisor with MacNair Consulting Inc., bringing decades of experience in infrastructure real estate, land assembly, and right-of-way acquisition.

Gord previously served as Director of the Corporate Real Estate Office for the City of Ottawa, where he led a multidisciplinary team responsible for all real estate matters related to major infrastructure projects. In this role, he and his environmental team were instrumental in developing and overseeing the City's Environmental Remediation Unit, supporting complex land acquisition and redevelopment initiatives. Earlier in his career, Gord worked with a major utility company as a Project Supervisor, where he was responsible for acquiring right-of-way for large-scale high-voltage transmission projects.

Gord is a certified instructor for both the International Right of Way Association (IRWA) and the Appraisal Institute of Canada (AIC), and has authored numerous articles on infrastructure real estate, land assembly, environmental and negotiation practices. He has delivered courses and seminars in infrastructure real estate in person across Canada and the United States, as well as internationally in South Africa and the UK. He has also facilitated IRWA virtual courses for audiences in Australia and Saudi Arabia.

A long-standing leader within the IRWA, Gord served as International President and is a past Chair of the International Relations Committee, reflecting his ongoing commitment to professional education and global collaboration within the infrastructure real estate profession.

Location

Newrow Virtual Classroom
Participant Capacity: 20
Start time: 8am Central

Course Coordinator

Blayke Dangelmayr
Phone: (479)249-4882
E-mail: blayke@pyleswhatley.com

IRWA Member Tuition

\$565.00

IRWA Non-Member Tuition

\$710.00

PDF of Course Materials

FREE

Printed Course Materials

Purchase
Online

Total Tuition Amount

*An electronic copy of your course material will be added to your IRWA Account once your registration is completed.
Printed course materials are only available for purchase until 10 days prior to the class start date.*

Register online at www.irwaonline.org / Fax this entire page to IRWA HQ: (310) 538-1471

REGISTRANT INFORMATION

NAME FIRST NAME/ LAST NAME _____ TITLE _____
COMPANY _____
ADDRESS _____ CITY, STATE, ZIP/POSTAL CODE _____
PHONE _____ MEMBER ☐ YES ☐ NO MEMBER ID NUMBER _____
EMAIL ADDRESS _____

SELECT PAYMENT METHOD

☐ Credit Card

☐ Check

VISA, MASTERCARD, AMEX, DISCOVER ACCEPTED

NAME ON CARD _____ CARD TYPE VISA/MASTERCARD/AMEX/DISCOVER _____
CARD NUMBER _____ CARD EXPIRATION _____ CVV _____
SIGNATURE OF CARDHOLDER _____ DATE _____

Cancellation Policy: All classes scheduled by IRWA are subject to cancellation. All class registrants must contact the Course Coordinator prior to making travel arrangements, keeping in mind that the class may be cancelled at any time (for reasons including, but not limited to, insufficient registration, Instructor emergencies or other issues beyond the control of the chapter and/or IRWA). Fully liquidated damages for any losses incurred by a class registrant are limited solely to a refund of the registrant's prepaid class tuition. IRWA and its chapters assume no other registrant liability resulting from class cancellation.

Tuition Refund Policy: Written notification of intent to cancel registration must be received via email by both the Course Coordinator and IRWA Headquarters Education Staff (education@irwaonline.org) prior to the class start date in order to be eligible for a tuition refund. A full tuition refund will be issued if notice is received 15 days or more prior to the class start date; a 75% refund will be issued if notice is received less than 15 days prior to the class start date, and no refund will be issued for notice received on or after the class start date.