



**Appraisal  
Institute®**

*Professionals Providing  
Real Estate Solutions*

# BASIC APPRAISAL PRINCIPLES

**The Northern Ohio Chapter of the Appraisal Institute presents “Basic Appraisal Principles”**

**DATES:** November 7-10, 2007

**TIME:** November 7 – registration is at 8:00 a.m. with class from 8:30 a.m. – 5:00 p.m.  
November 8-10 – class from 8:30 a.m.–5:00 p.m. (exam is the last two hours on November 10)

**LOCATION:** Hilton Garden Inn/Cleveland Airport, 4900 Emerald Ct. SW, Cleveland, OH 44135, phone number 216-898-1898. Guest rooms may be reserved at \$85 per night by mentioning the Appraisal Institute up to three weeks prior to the class. After this, rooms may be reserved at \$85 per night depending on availability.

**Basic Appraisal Principles** is designed as an introductory course for individuals preparing for a career as a valuation professional. The course provides the first 30 hours of qualifying pre-licensure education, which is commonly required by states for individuals seeking appraisal licensure.

The course uses experienced instructors to guide participants through introductory economic concepts. Participants learn the basic appraisal principles that can be used to build a solid foundation for an ethical and competent appraisal practice. Concepts such as highest and best use, the time value of money and the nature of value are explored through instructor-led discussion. Real-world type problems are introduced to aid participants in developing their problem-solving skills.

### **General Information:**

- **Calculators.** A financial calculator is required. The accepted model used in the course is the HP 12 C.

### **Recommended Texts**

- *The Appraisal of Real Estate*, 12<sup>th</sup> edition
- *The Dictionary of Real Estate Appraisal*, 4th edition

Books may be purchased online at [www.appraisalinstitute.org](http://www.appraisalinstitute.org)

### **INSTRUCTORS:**

- Robert Kendall, MAI, SRA
- Charles Flagg, SRA

**ENROLLMENT:** Enrollment is on a first-come, first-served basis. The Northern Ohio Chapter reserves the right to cancel this course if the minimum enrollment level is not reached.

**COURSE CREDITS:** This course is good for 30 hours of pre-certification in appraisal. This course is good for 28 hours of continuing education in the State of Ohio in appraisal and real estate.

**ATTENDANCE:** Attendance requirements mandated by the state of Ohio will be strictly enforced. Certificates will be issued to those in attendance for 90% of the course hours or better.

**COURSE FEE:** \$650.00 (includes Continental breakfast and afternoon break)  
\$625.00 for AI members who register prior to October 24, 2007.

**CANCELLATIONS/REFUNDS:** a \$50.00 cancellation/refund fee will be applied to all requests for cancellation received within two weeks of the class. No refunds will be given for cancellations received less than one week prior to the start date of the course.

**REGISTRATION:** You may register online at [www.aiohio.org](http://www.aiohio.org), or print the application form and mail the form to the chapter with either a check or credit card information. A confirmation email will be sent out upon receipt of the registration. **Registration and payment should be received by October 26, 2007.**

**Registration form on next page.**

ENROLLMENT APPLICATION  
BASIC APPRAISAL PRINCIPLES—November 7-10, 2007

Name: \_\_\_\_\_ Designation: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ E-mail: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ AI Member: \_\_\_\_\_ Yes \_\_\_\_\_ No

Appraisal License Number: \_\_\_\_\_ Real Estate License Number: \_\_\_\_\_

Circle all that apply: Certified General    Certified Residential    Licensed Residential  
Registered Appraiser Assistant    Real Estate Sales Person    Real Estate Broker

Seminar/Course Title: \_\_\_\_\_ Date: \_\_\_\_\_

Amount Enclosed: \_\_\_\_\_

Or Charge Card Information:

Exact name on card: \_\_\_\_\_

Card Type (circle one)            Visa                            MasterCard                    American Express

Card No: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

If paying by check, please make check out to "Appraisal Institute". Mail check along with this registration form to:  
Appraisal Institute, Northern Ohio Chapter, P O Box 31665, Independence, OH 44131. If paying by credit card, either fax  
to 216-274-9289 or mail to the above address.

**PAYMENT DUE AT TIME OF REGISTRATION**

DETAILS OF ALL COURSES & SEMINARS ARE ON OUR WEBSITE AT [WWW.AIOHIO.ORG](http://WWW.AIOHIO.ORG)