



**Appraisal
Institute®**

*Professionals Providing
Real Estate Solutions*

WHAT CLIENTS WOULD LIKE THEIR APPRAISERS TO KNOW

The Northern Ohio Chapter of the Appraisal Institute presents “What Clients Would Like Their Appraisers To Know”

DATES: February 29, 2008

TIME: Registration is at 8:00 a.m. with class from 8:30 a.m. – 5:00 p.m.

LOCATION: DoubleTree Hotel, 6200 Quarry Lane, Independence, Ohio 44131, phone 216-447-1300. The DoubleTree Hotel is located east of the I-77/Rockside Road exit. To reserve a sleeping room at the DoubleTree Hotel please call the hotel directly and mention the Appraisal Institute or go to:
<http://doubletree.hilton.com/en/dt/reservations/index.jhtml?hotel=CLEHSDT&corporateCode=0560004829>

COURSE CONTENT: *Many times appraisers don't receive feedback from their clients after they complete the report. Did the report meet, exceed, or fall short of their expectations?*

By attending this seminar, you'll hear what bothers commercial and non-mortgage residential clients most about appraisal reports, and the analysis and items many appraisers typically miss. Hear what your clients don't tell you...and why they don't rehire you. We asked the Appraisal Institute's Client Advisory Committee, a committee comprised of governmental agencies, commercial lenders, and non-traditional residential clients to provide us with examples of the most problematic issues they face when reviewing appraisals. Explore all those issues and gain specific insights into areas where your reports might be lacking. Throughout the day we will discuss both commercial and residential issues and how we can provide a higher level of service to our clients. The morning sessions address both residential and commercial issues equally while in the afternoon the sessions focus a bit more on commercial issues and issues that residential appraisers may face when developing and reporting non-form appraisals.

Learn the best practices to use when performing valuation assignments. You'll be able to reach a mutually beneficial course of action that will lead to repeat assignments. Major areas that cause concern to clients will be addressed, including client regulatory needs, legal descriptions, easement language, appraisal report exhibits, special issues related to vacant land, sensitivity of DCF inputs and more. After this seminar, you'll better meet your clients needs and prepare reports that are logical, thorough, and accurate.

INSTRUCTOR

- George Mann

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 7 hours of continuing education for 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: \$200.00 (includes continental breakfast, deli-lunch and afternoon snack)
\$175.00 for AI members who register prior to February 15, 2008.

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, 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 February 20, 2008.**

Registration form is on next page.

ENROLLMENT APPLICATION

What Clients Would Like Their Appraisers To Know Seminar—February 29, 2008

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