



THE SAN DIEGO CHAPTER OF THE APPRAISAL INSTITUTE  
*Presents*

## APPRAISAL CURRICULUM OVERVIEW (2-DAY GENERAL)

**DATES:** Thursday and Friday, November 10 and 11, 2011  
**TIMES:** Thursday: Check in: 7:30 am / Course: 8:00 am to 12:00 pm and 1:30 pm to 5:30 pm  
Friday: Course 8:30 am to 4:30 pm with a one-hour lunch break, on your own  
**LOCATION:** Thursday: Four Points Sheraton, 8110 Aero Drive, San Diego, CA 92123  
Friday: National University, 9388 Lightwave Avenue, San Diego, CA 92123

**COURSE DESCRIPTION:** In addition to familiarizing participants with the rigorous content and recent developments of residential and general applications covered in the new qualifying education courses required by the AQB, participants will apply market analysis and highest and best use concepts and procedures to residential and general examples and problems. Also, cash flow tools, statistical analysis applications, and the breakdown method are applied. A self-assessment at the end of the day evaluates appraisal strengths as well as determines skill areas in which to seek further knowledge.

**COURSE INSTRUCTOR:** Kenneth G. Foltz, MAI, SRA

**REQUIRED EQUIPMENT:** An HP12C calculator is required for this course. Attendees must be familiar with its operation before the course begins. Answers to problems in course material are shown using the HP12C. ***Do not come to class expecting to be taught how to use a financial calculator.***

**ENROLLMENT:** Enrollment is on a first-come, first served basis. If the event is filled, a waiting list will be retained. The San Diego Chapter reserves the rights to cancel, limit, or reschedule this event if the minimum enrollment level is not reached, and to change faculty assignments and facility locations at any time. Prospective students should confirm their registration with the Chapter office before making any non-refundable airline reservations.

**ADA COMPLIANCE:** It is the policy of the Appraisal Institute to provide reasonable accommodations for qualified persons with disabilities who are participating in Appraisal Institute educational programs. If you need accommodations to participate because of a disability, please notify us in writing at least two weeks in advance of the program and we will arrange for reasonable accommodation. Without two weeks' notice, accommodation may not be available.

**LUNCHEON:** The San Diego Chapter will hold its general Chapter membership meeting from 12:00 noon to 1:30 pm on November 10, 2011, at the Four Points Sheraton. Course attendees are welcome to attend the luncheon for an additional cost of \$15 (San Diego Chapter members) or \$35 (non-San Diego Chapter members).

**CONTINUING EDUCATION CREDIT:** This course is approved for fifteen (15) hours of Appraisal Institute education credit, and for fifteen (15) hours of OREA continuing education credit (Approval No. 08754C125). This course is also approved in most other states for basic and/or continuing education credit hours. For information about basic and/or continuing education credit in other states, see [www.appraisalinstitute.org/education/statecert\\_prgrm.aspx?id=430BDM](http://www.appraisalinstitute.org/education/statecert_prgrm.aspx?id=430BDM).

**ATTENDANCE:** The Appraisal Institute enforces attendance requirements mandated by state licensing and certification regulatory agencies. The Appraisal Institute issues certificates for state certification/licensing or

state continuing education credit that verify successful completion and attendance of 100%, with your grade notification letter for courses, or at the conclusion of seminars. One hundred percent (100%) attendance is required for all Appraisal Institute education programs. This follows AQB minimum criteria requirements.

**COURSE FEE (on or before 10/26/11):** Appraisal Institute Members \$285 / Non-Members \$335

**COURSE FEE (on or after 10/27/11):** Appraisal Institute Members \$335 / Non-Members \$385

**CANCELLATIONS/REFUNDS:** Up to 15 days prior to program start date, a \$50.00 cancellation fee will be applied to all requests for cancellation. Between two and 14 days prior to program start date, a \$125.00 cancellation fee will be applied to all requests for cancellation. Less than two days prior to program start date, no refunds will be given.

**CONFIRMATION:** A confirmation e-mail will be sent within ten (10) business days of receipt of the completed enrollment application, if an e-mail address is provided on the enrollment form.

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**ENROLLMENT APPLICATION**  
APPRAISAL CURRICULUM OVERVIEW (2-DAY GENERAL)

NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_  
\_\_\_\_\_

PHONE: \_\_\_\_\_ E-MAIL: \_\_\_\_\_

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COURSE FEE (on or after 10/27/11): Appraisal Institute members \$335 / Non-members \$385

LUNCHEON (November 10): San Diego Chapter members \$15 / Non-Chapter members \$35

Please circle meal choice:                      Hoisin Glazed Salmon Filet      OR      Chicken Piccata

AI MEMBERS: MUST INDICATE CHAPTER: \_\_\_\_\_

FEE ENCLOSED:                      \$ \_\_\_\_\_                      CHECK NO.      \_\_\_\_\_

OR CHARGE CREDIT CARD: NAME ON CARD \_\_\_\_\_

BILLING ADDRESS: \_\_\_\_\_

CARD TYPE (Please circle)                      Visa                      MasterCard                      American Express

CARD NO.: \_\_\_\_\_                      EXP. DATE: \_\_\_\_\_

- ✓ If paying by check, please make your check payable to "San Diego Chapter of the Appraisal Institute". Mail your check along with this completed application to San Diego Chapter of the Appraisal Institute, 4849 Ronson Court, Suite 102, San Diego, California 92111
- ✓ If paying by credit card, mail this completed application to the above address, or FAX to (858) 292-7333.
- ✓ Questions? E-mail [patti@sdcai.org](mailto:patti@sdcai.org), or call (858) 292-7324

***Or, register online at [www.appraisalinstitute.org/education/SanDiego/](http://www.appraisalinstitute.org/education/SanDiego/)***