



THE SAN DIEGO CHAPTER OF THE APPRAISAL INSTITUTE  
*Presents*

**“THE APPRAISER AS AN EXPERT WITNESS:  
PREPARATION AND TESTIMONY”**

<b>DATES/TIMES:</b>	Thursday October 28, 2010	Check In	8:00 am
	Thursday October 28, 2010	Course	8:30 am – 5:00 pm
	Friday October 29, 2010	Course	8:30 am – 4:00 pm
	Friday October 29, 2010	Exam	4:00 pm – 5:00 pm

**LOCATION:** National University, 9388 Lightwave Avenue, San Diego, CA 92123

**COURSE SCOPE:** This two-day course introduces the basic concepts and strategies needed to engage in litigation valuation. It explores the scope of activities appraisers can expect in a legal action, including assessing the status of a case, developing a USPAP-compliant appraisal without preparing a written report, and understanding legal terminology and jargon. The course addresses how litigation assignments differ from lender assignments, and how to market appraisal services to litigation clients. Participants work in small groups to practice effective deposition and direct testimony techniques, and a mock trial with a residential case study gives them the opportunity to experience a realistic courtroom environment in which to polish their skills.

**COURSE CONTENT:**

- Legal terminology
- Litigation valuation assignments
- Preparation for deposition and trial
- Direct examination and cross-examination
- Working with other experts as part of a valuation team

**PREREQUISITES:** Successful completion of *Basic Appraisal Principles* and *Basic Appraisal Procedures*, or equivalent courses, is required.

**REQUIRED EQUIPMENT:** An HP12C or equivalent calculator is required for this course. Attendees must be familiar with calculator operation before the course begins. Answers to problems in course material are shown using the HP-12C. ***Do not come to class expecting to be taught how to use a financial calculator.***

**INSTRUCTOR:** Stephen D. Roach, MAI

**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 reasonable accommodation.

**CONTINUING EDUCATION CREDIT:** This course is approved for sixteen (16) hours of Appraisal Institute credit (including the exam), and for fifteen (15) hours of OREA continuing education credit (OREA Approval No. 97754C453). This course is also approved in most other states for basic and/or continuing education

credit hours. For information about basic/continuing education credit in other states, see [www.appraisalinstitute.org/education/statecert\\_prgrm.aspx?id=SE700](http://www.appraisalinstitute.org/education/statecert_prgrm.aspx?id=SE700).

**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 10/13/10):** Appraisal Institute Members \$285 / Non-Members \$335

**COURSE FEE (on or after 10/14/10):** 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, unless a student replacement is provided.

**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**

#### **“THE APPRAISER AS AN EXPERT WITNESS: PREPARATION AND TESTIMONY”**

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

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

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

COURSE FEE (on or before 10/13/10): Appraisal Institute members \$285 / Non-members \$335

COURSE FEE (on or after 10/14/10): Appraisal Institute members \$335 / Non-members \$385

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

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