

*Presents*

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

**DATES/TIMES:** Thursday March 7, 2019      Check In 7:45 am / Course 8:00 am to 5:00 pm  
Friday March 8, 2019      Course 8:00 am to 4:00 pm / Exam 4:00 to 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.

**UPON COMPLETION OF THE COURSE, PARTICIPANTS WILL BE ABLE TO:**

- Describe the general process of a lawsuit involving real property valuation
- Understand the mechanics and strategies of a deposition and direct testimony
- Understand the requirements to successfully communicate and defend an opinion of value in a courtroom setting

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

**REQUIRED EQUIPMENT:** A financial calculator is required. The accepted model used in the course is the HP-12C. Note: cellular phones, tablets, iPads, and other devices that connect to the Internet are not permitted during the exam. You must be familiar with calculator operation when 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, SRA, AI-GRS

**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 200 points of Appraisal Institute continuing education credit (attend and pass the exam), or for 150 points of Appraisal Institute continuing education credit (attend only). This course is also approved in most states for basic and/or continuing education

