

*Presents*

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

**DATES/TIMES:** Monday, November 15, 2021 Check In 7:45 am / Course 8:00 am to 5:00 pm  
Tuesday, November 16, 2021 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

**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

**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 credit hours (in California, 15 hours of BREAC continuing education credit; Approval No. 17CP754601284). For information about basic/continuing education credit in other states, see [State Approvals](#).

**COURSE FEE (on or before October 3, 2021):** Appraisal Institute Professionals \$355 / All Others \$405  
*Course fees will increase \$50 on October 4, 2021, and an additional \$50 on November 5, 2021.*

**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 \$175.00 cancellation fee will be applied to all requests for cancellation. Less than two days prior to program start date, no refunds will be given.

Register online at [Expert Witness](#)