



**Appraisal
Institute®**
*Professionals Providing
Real Estate Solutions*



**North Star
Chapter**

NorthStarAI.org

Meeting & Education News

1265 Josephine Rd., Roseville, MN ~ 651-633-0676 ~ Web site: www.northstarai.org

March - 2011



**The North Star Chapter of the
Appraisal Institute
Invites you to**

Join our March 24, 2011 Meeting

11:45 am ~ Registration

12:00 noon ~ Luncheon—Brief Chapter Meeting

12:30—2:30 pm ~ “*Mortgage Foreclosure Update - 2011*”

**Seminar Instructors: *James Atchison, Hennepin County Assessor
and Patrick Todd, SRA, City of Minneapolis Assessor***

Location: Jax Cafe
1928 University Avenue NE
Minneapolis, MN 55418 612.789.7297



Fees: Luncheon Meeting and “*Mortgage Foreclosure Update—2011*” Seminar
~ No Charge for those who have paid the Chapter Service Fee
~ \$45.00 - Those who haven't paid the Chapter Service Fee & Guests

Reservation Deadline is Thursday, March 22,2011

***Cancellation Policy - Cancellations not called or e-mailed in by March 23rd will be billed.
No Shows will be billed***

- 2 Hours of Appraisal Institute CE applied for
- 2 Hours—State of MN—Appraisal & Real Estate CE approval pending

Spring Celebration Meeting—March 24, 2011

“Mortgage Foreclosure—Update 2011” Seminar

The Hennepin County Assessor, James Atchison and the City of Minneapolis Assessor, Patrick Todd, SRA will outline foreclosures in Hennepin and Ramsey Counties with maps and graphs. They will also touch on foreclosures in Minnesota and the Region. They will discuss lending and foreclosure practices. They will also discuss the Minneapolis Property Early Warning System, the MLS Activity Reporting Tool “The Thing” and Property Tax Trends.



Winds of Change!!

It has been said numerous times that *the only unchanging thing in this world is, in fact, that change most certainly will occur*. Life as we know it adapts and changes incrementally as we may not realize it on a day-to-day basis.

The very nature of our profession embraces change and those unwilling to accept it are doomed to stagnation and ultimate failure. If change did not occur, who needs the professional services of an appraiser anyhow? When I first started in this career of appraisal over 35 years ago there was no technology to speak of and organizations were formed such as the Society of Real Estate Appraisers and the American Institute of Real Estate Appraisers to provide curriculums in education and to establish industry standards.

This was in the days prior to state licensing, prior to AMCs and BPOs. The internet was some futuristic idea off into the future. Anyone could call themselves an appraiser without the need for any particular education or experience. Not until the late 1980s when the Resolution Trust Corporation bailed-out the Savings and Loans did there really become traction for regulation and licensing (yeah there were government bail-outs back then, too!). That Savings and Loan crisis was the precursor to licensing which actually came into being in 1991.

The advent of licensing was a first step, but the bar was established low for appraisal standards, at least on a state licensing level. Commensurate with licensing, the Society of Real Estate Appraisers and the American Institute of Real Estate Appraisers merged to form the current Appraisal Institute.

The Appraisal Institute strives to heighten the standards of the profession and promotes education. That education is the backbone to our existence. Technology has also changed over the years and moved quickly into the digital age. Many reports today are not printed or mailed via U.S. mail, but simply sent electronically over the internet with the push of a button. Once thought to take hours of manual calculation; electronic spreadsheets can provide numerous calculations at the mere stroke on a computer keyboard. This may seem like an everyday occurrence in today's office, but manual spreadsheets were commonplace even 30 years ago.

The point is that the professionals today got to where they were going via education provided by the Appraisal Institute. We as professionals must constantly re-tool ourselves for the most updated methodologies and technologies of analysis and report delivery. When we take our 30 hours of Continuing Education every two years, make it count and employ that knowledge within your everyday practice. If you haven't noticed, appraisal fees haven't increased all that much in the last couple of decades and that is because technology has made us more efficient and allowed us to survive in the face of greater competition.

2011 - President Dan Boris's Corner - continued

Another change that has been occurring is that appraisal services are becoming more diversified. Many appraisal shops have focused on the traditional narrative appraisal reports, but our customers may have different needs. The public wants market absorption studies, market rental studies, investment alternative review, lease arbitration services, informed analysis as to the merits of buying or leasing, informed analysis of the merits of refinancing and the like. We can also perform detailed cost studies for insurance providers and risk underwriters.

The message here is to embrace change, welcome its daily arrival and engage oneself to make a difference in your chosen field of profession. Laws are being enacted with or without your input that will impact your livelihood.

The one thing about winds of change is that success in dealing with change is only temporary. Once we adapt to change, it's moving in another direction. Continue to blaze a trail of competence and adaptation.

I am looking forward to seeing you at the March 24th meeting!

Dan Boris, MAI, SRA, Chapter President, 2011

Committee Chairs

The Chapter is looking for members who would be interested in serving on Committees in 2011

As President of the Chapter in 2011, Dan Boris is busy filling positions for the various committees that work so hard to keep the Chapter running. If you are interested in serving in any way on any Committee, Dan would welcome your help and support. Please send him an e-mail at: dboris@tagmn.com

MDRC/Admissions-General	Dwight Dahlen, MAI, SRA	
MDRC/Admissions - Residential	Debra Blindman-Frank, SRA	
Appraiser News Editor	Julie Bjorklund, SRA	
Associate Guidance -General Associate Guidance-Residential	Christy Mackaman	Seeks volunteers Seeks volunteers
Chapter Associate Member Committee Chair	Janene Hebert	Seeks volunteers
Bylaws/Board Meeting Minutes	Julie Bjorklund, SRA	
Education Coordination	Kurt Ophus, MAI	Seeks volunteers
Education - General	Jeff Johnson, MAI	
Education - Residential	Rich DuBay, SRA	
Finance	Julie Bjorklund, SRA	
Government Relations	Wendy Walker, MAI	Seeks volunteers
Hospitality		Seeks volunteers
Nominating	Wendy Walker, MAI	
Program	Steve Shaykett, MAI	
Public Relations	Ev Strand, MAI	
Research	Tony Lesicka	Seeks volunteers
Web Site	Ryan Bessler	

UPDATE ON BPO LEGISLATION - 3-11-2011

The BPO legislation has been aptly described as a race to the bottom. Nevertheless, the realtors and lenders are much stronger lobbying groups than appraisers. At this point, it seems unlikely that we will defeat the BPO bill. We have sent e-mails asking all appraisers to contact your senators and representatives and ask them to vote against the BPO bill (SF 167 and HF 323).

Senator Ray Vandever (SRA) has been the primary advocate for appraisers this legislative session. He argues that appraisers as well as realtors should be able to do BPOs. However, USPAP does not allow appraisers to do BPOs unless they are also licensed as real estate brokers. Therefore, we are currently working with the MN Department of Commerce and the national Appraisal Institute to find some wording that will allow appraisers to do BPOs that would not violate USPAP. Appraisers have more training and experience in valuation than realtors; to say that appraisers cannot provide BPOs but realtors can highlights one of the fundamental flaws of this legislation.



Exposure Draft of Proposed Revisions to Guide Note 5

The Appraisal Standards Committee has prepared an Exposure Draft of proposed revisions to Guide Note 5 to the Appraisal Institute Standards of Professional Appraisal Practice. Guide Note 5 addresses “Appraisals of Real Estate with Related Personal Property, Business Property or Intangible Assets.”

The Preamble to the Appraisal Institute Code of Professional Ethics and Standards of Professional Appraisal Practice provides that Guide Notes are not part of the Standards but provide guidance on how the Standards may apply to specific issues. Each Guide Note specifically states that the purpose of the Guide Notes is to provide Appraisal Institute members with guidance as to how the requirements of the Standards may apply in specific situations.

The Board of Directors has directed distribution of the Exposure Draft to the membership for comment. If you have any comments on the proposed revisions, please contact your elected Directors and/or send your comments via e-mail to guidenote5@appraisalinstitute.org. Comments sent to this e-mail address will be compiled for distribution to the Board of Directors. The deadline for submission of comments is April 11, 2011. [Click here](#) to view **Guide Note 5**.

North Star Chapter Education News.... 2011 Schedule

USPAP Courses

- April 13 **7 Hour National USPAP Update Course** - 7 Hours Appraisal and Real Estate CE
Instructor: Craig Harrington, SRA
- July 19 **7 Hour National USPAP Update Course** - 7 Hours Appraisal & Real Estate CE
Instructor: Craig Harrington, SRA
- July 20 **Business Practices and Ethics** - 7 Hours - Appraisal Institute CE; 5 Hours Appraisal &
Real Estate CE—MN
Instructor: Alan Hummel, SRA

Courses to Upgrade Your License and General Designation Courses

- March 28 - 31 **General Appraiser Site Valuation & Cost Approach** - 30 Hrs Pre-Licensing/QE/CE w/
Exam Instructor: James Vernor, PhD, MAI
- April 18 - 21 **General Appraiser Income Approach, Part 1** - 30 Hours Appraisal CE with Exam
Instructor: Vincent Dowling, MAI, SRA
- June 7 - 10 **General Appraiser Income Approach, Part II** - 30 Hours Appraisal CE with Exam
Instructor: Vincent Dowling, MAI, SRA
- Fall - TBD **General Report Writing and Case Studies** - 30 Hours PL/QE with Exam
Instructor: Rich DuBay, SRPA, SRA

New Advanced Designation Courses



- June 20 - 25 ***NEW* Advanced Income Capitalization** - 35 Hrs CE w/Exam
Instructor: James Vernor, PhD, MAI
- Sept. 28 - Oct. 4 ***NEW* Advanced Concepts & Case Studies** - 40 Hours CE with Exam
Instructor: Kerry Jorgensen, MAI

~ Seminars for 2011 ~

- March 22 **Thinking Outside the Form: Tools, Techniques for Resid. Appraisers** - 7 Hours - AP/RE CE
- March 23 **Residential Design: The Makings of a Good House** - 7 Hours Appraisal/Real Estate CE
- April 4 **Analyzing Tenant Credit Risk and Commercial Lease Analysis** - 7 Hours
- April 28 **Worldwide ERC Relocation Appraising Seminar** - 7 Hours Appraisal/Real Estate CE
Rescheduled from February 22nd due to snow storm!
- May 17 **13th Annual TRENDS Seminar** - 8 Hours - General/Residential
Details available by April 1 - Incredible "Trends" topics planned for 2011!
- Aug. 24-25 **Uniform Appraisal Standards - Federal Land Acquisitions- "Yellow Book "** - 16 Hrs

Register online at: northstarai.org/education

North Star Chapter Education 2011



SEMINARS

Thinking Outside the Form: Tools, Techniques & Opportunities for Residential Appraisers March 22, 2011

This seminar is not limited to a discussion of summary appraisal reports, quantitative analysis, traditional tools and techniques for developing value opinions, or "tried and true" methods of reporting assignment results. It stresses a broadened perspective and understanding of tools, techniques, concepts, products, and report options not used in typical mortgage appraisal assignments. There are many opportunities beyond mortgage appraisal work, and participants will learn to create new business models that "think outside the form".

Instructor: James Atwood, SRA

7 Hours MN Appraisal CE approved, 7 Hrs. Real Estate CE and Assessor CEUs applied for

TUITION: \$195.00 Members; \$225.00 Non-Members

Residential Design: The Makings of a Good House - March 23

Have you ever wondered why some houses have more *buyer* appeal than others? Or why some architects get it right and others don't? If so, this seminar will prove enlightening as it was developed to answer just those questions and more! In today's residential real estate market of foreclosures and short sales, understanding the mindset of buyers and having the tools to appraise how design features impact a home's sale price increases the worth of your appraisal skills. You will learn how to assess residential design in terms of how it relates to different market segments and current market preferences.

Instructor: James Atwood, SRA

7 Hours MN Appraisal CE approved, 7 Hrs. Real Estate CE and Assessor CEUs applied for

TUITION: \$195.00 Members; \$225.00 Non-Members

Take the above two Seminars - Back-To-Back—Save \$40.00 - \$350.00 Members, \$410.00 Non-Members

Analyzing Tenant Credit Risk and Commercial Lease Analysis - April 4

This seminar was developed for commercial real estate appraisers, review appraisers, and lenders and introduces participants to the ways tenant credit risk affects the valuation of commercial real estate and the analysis of leases. The credit of a tenant, or lack thereof, is the difference between a reliable, predictable income stream with strong value or a property that can "go dark" on a moment's notice. Long-term leases to the wrong tenant can be worthless and negatively affect value. Duplicate buildings at the same intersection can have drastically different values, depending upon the tenant. Since participants will come from a variety of background experiences, the fundamental appraisal theory, definitions, and discussion issues will generate a variety of solutions. The principles presented in this seminar primarily affect general appraisers working with commercial real estate.

Instructor: Ted Anglyn, MAI

7 Hours MN Appraisal CE approved, 7 Hrs. Real Estate CE and Assessor CEUs applied for

TUITION: \$195.00 Members; \$225.00 Non-Members



Uniform Appraisal Standards for Federal Land Acquisitions—Yellow Book—Aug. 24-25

Insure that your work for the federal acquisition agencies meets the highest standards. Federal land acquisition programs have unique appraisal needs. This two-day seminar will acquaint participants with these needs and provide practical procedures and solutions to insure appraisal reports fulfill them. Any experienced residential or general appraiser interested in expanding their client base to include federal acquisition agencies will learn to apply the Uniform Appraisal Standards for Federal Land Acquisitions, including the use of the special valuation rules related to federal land acquisition appraisals.

Instructor: Vincent Dowling, MAI, SRA

16 Hours MN Appraisal CE approved, 16 Hrs. Real Estate CE and Assessor CEUs applied for

TUITION: \$325.00 Members; \$380.00 Non-Members

North Star Chapter Education 2011

Re-Scheduled SEMINAR

Worldwide ERC® Relocation Appraising - April 28, 2011

Did you know there is a brand new relocation appraising form?

This seminar will provide an in-depth look at the Relocation industry, relocation appraising and the redesigned 2010 Worldwide ERC® Summary Appraisal Report (updated in late 2010). The changes in the form were necessary due to clients needs and the evolution of USPAP. The learning process is enhanced by samples and case studies. This seminar has been designed to appeal to both experienced relocation appraisers as well as appraisers new to relocation looking for opportunities to diversify their business. The course may also appeal to real estate industry professionals, particularly those in relocation as well as relocation appraisal review. Relocation clients are now requesting that the new Worldwide ERC® Summary Appraisal Report version 2010 be used - effective January 1, 2011.

INSTRUCTOR: Alvin "Chip" Wagner, SRA

TUITION: \$150.00 Members; \$170.00 Non-Members

7 Hours MN Appraisal and Real Estate CE approved, Assessor CEUs applied for; 7 Hrs. WI -CE and 7 Hrs. SD - CE approved

All courses and seminars are held at the Continuing Education & Conference Center - University of MN - St. Paul, MN

Register online at: www.northstarai.org/education

13th Annual Real Estate "Trends" Seminar—May 17, 2011

~ May 17, 2011~

13th Annual Real Estate "Trends" Seminar

Topics to be discussed

Morning Commercial Session

- **Capital Markets**
Murray Kornberg
- **Architectural Perspectives**
Jay Longo and Bill Lyons
- **Retail Update**
John Johannson

Morning Residential Session

- **High-end Residential Brokering**
Meredith Howell
- **Underwriter's Panel** with Tony Pistilli
Jeremy Staudenmaier & Tony Weick
- **MSL Resources and Applications for the Appraiser**
Zoe Liston

Combined Afternoon Session

- **Eminent Domain**
Howard Roston
- **Pricing/Market Value**
Tom Hamilton, PhD
- **Views from the Minnesota Department of Employment and Economic Development**
Gene Goddard

Fees: \$170.00 Members & Non-Members

Watch for details by April 1st

You'll be able to register at: www.northstarai.org/education



Need courses to Upgrade your License?

General Appraiser Site Valuation & Cost Approach- Mar 28-31

General Appraiser Site Valuation and Cost Approach is a practical, hands-on course that concerns two basic aspects of real estate appraisal: land/site valuation and the development of the cost approach. Extensive use of problems and case studies will give you practice in applying site valuation and cost approach methods. By successfully completing the course and exam, you will have met most states' education requirements in the content area identified as general appraiser site valuation and cost approach.

Who Should Enroll: Those seeking General Appraiser Certification

Instructor: James Vernor, PhD, MAI

Tuition: \$500.00 Members; \$650.00 Non-Members

General Appraiser Income Approach, Part 1 - April 18 - 21

After a brief review and introduction, *General Appraiser Income Approach/Part 1* opens with a graphic treatment of the time value of money, the six financial functions of a dollar, and important associated concepts. A thorough, detailed analysis of gross income including leases and the various expenses appropriately deducted from gross income follows, with realistic case studies of several income property types. Direct capitalization is then presented using overall capitalization rates, band of investment, and residual techniques. Substantial class time is devoted to practicing the taught concepts to prepare participant for the exam.

Who Should Enroll: Those seeking General Appraiser Certification, underwriters, lenders, & assessors.

Instructor: Vincent Dowling, MAI, SRA

Tuition: \$500.00 Members; \$650.00 Non-Members

General Appraiser Income Approach, Part II - June 7-10

After a diagnostic quiz on the six financial functions of one and a brief review, *General Appraiser Income Approach/Part 2* opens with a thorough treatment of discounted cash flow (DCF) analysis. Topics include identifying components of a DCF, projecting cash flows, analyzing leases, solving for value in a variety of common situations, and supporting the discount rate. The effects of debt financing including cash equivalence and equity analysis are covered in detail. Income patterns and property models including residual and other applications are followed by selecting and supporting the discount rate. Also presented are the strengths and weaknesses of direct and yield capitalization. The final section reviews and summarizes the mathematical concepts involved with income capitalization and prepares the participant for not only the course exam but also the certification exam.

Who Should Enroll: Those seeking General Appraiser Certification, underwriters, lenders, & assessors.

Instructor: Vincent Dowling, MAI, SRA

Tuition: \$500.00 Members; \$650.00 Non-Members

General Appraiser Report Writing & Case Studies - TBD (Nov/Dec)

General Appraiser Report Writing & Case Studies provides instruction in effectively communicating a sound analysis of selected parts of a valuation.

Who Should Enroll: Those seeking General Appraiser Certification and appraisers who want to improve their writing skills. This course meets the report writing course requirement for the MAI.

All courses and seminars are held at the Continuing Education & Conference Center - University of MN - St. Paul, MN

Register online at: northstarai.org/education

North Star Chapter *Important Education News....2011*

Important Information regarding the **** 4 NEW **** Advanced Education Courses in 2011

The four new advanced education courses that began premiering in 2010 require participants to pass a diagnostic test.

Diagnostic Test Prerequisite. This test demonstrates a participant's skill level in working with spreadsheets. Once you have passed the test, you will be able to register for any of the four advanced courses (*Advanced Income Capitalization, Advanced Market Analysis and Highest & Best Use, Advanced Concepts & Case Studies, and Quantitative Analysis*). *Please note that Quantitative Analysis is not available yet.* The diagnostic test must be completed successfully 14 days before the classroom component begins. For frequently asked questions go to: http://www.appraisalinstitute.org/education/diagnostic_FAQs.aspx

Note. A diagnostic test must be passed to take any of the new advanced education courses.

Online Session. The first part of the course is taken online, and it will be available 28 days before the traditional classroom sessions begin. The online session should take two hours to complete. It is mandatory that this session be completed. The first two hours introduce you to and prepare you for the traditional classroom sessions that follow.

The online session must be completed 7 days before the start date of the classroom sessions. If it is not completed, you will not receive credit for or pass the course.

Sample Schedule

Online session available 28 days before classroom session begins
Diagnostic test "Pass" grade 14 days before classroom session begins
Registration for the course ends 14 days before classroom session begins
Online session ends 7 days before classroom session begins
Classroom sessions begin
Classroom sessions end
Exam

General Associate Members pursuing MAI membership and advanced education credit

- *Advanced Income Capitalization - NEW* - is a required MAI designation exam. It takes the place of the 40-hour *Advanced Income Capitalization (510)* exam.
- *Advanced Market Analysis and Highest & Best Use* - After June 1, 2011 General Associate members who have not previously received equivalency credit will be required to pass the new *Advanced Market Analysis and Highest & Best Use* exam.
- *Advanced Concepts & Case Studies NEW* - is a required MAI designation exam. It takes the place of the 40-hour *Advanced Sales Comparison and Cost Approaches (530)* and 40-hour *Advanced Applications (550)* exams.
- *Quantitative Analysis.* *Please note that Quantitative Analysis is not available yet.*

For FAQs on the Diagnostic Test go to: http://www.appraisalinstitute.org/education/diagnostic_FAQs.aspx

Important Date Change Information

Re-scheduled due to Snow Storm on February 22nd

Worldwide ERC® Relocation Appraising Seminar

April 28, 2011

Register online: www.northstarai.org/education



Need Advanced Courses for your MAI Designation?

Advanced Income Capitalization - June 20-25

Advanced Income Capitalization builds on topics covered in the *General Appraiser Income Approach/Part 1* and *General Appraiser Income Approach/Part 2* courses. It introduces additional topics that a seasoned general appraiser can expect to meet in everyday practice. The course features a limited review of material covered in the previous income courses to maximize the time available for advanced topics. The course runs for 5 days (4 days of instruction and 3 Hour Exam on 5th day) -35 Hours

Instructor: James Vernor, PhD, MAI

Tuition: \$630.00 Members; \$730.00 Non-Members

Advanced Concepts and Case Studies - Sept. 28-Oct. 4

This course synthesizes basic and advanced valuation techniques taught in previous courses, and addresses consistent treatment of the three valuation approaches for various valuation problems. Case studies teach participants how to address common but complex appraisal issues, including a leased fee not at market rent, a proposed property, a property in a market not at equilibrium, and a subdivision. The course emphasizes the need to test the reasonableness of conclusion in an appraisal. This new course replaces *Advanced Sales Comparison & Cost Approaches* and *Advanced Applications in the Designation path*. The course runs for 6 days (5 days of instruction and 3 Hour Exam on 6th day) -40 Hours

Instructor: Kerry Jorgensen, MAI

Tuition: \$800.00 Members; \$900.00 Non-Members

NOTE: The above two courses require that you:

1. Successfully complete and pass a diagnostic test in which you will be asked to demonstrate your skill level in creating and working with Excel spreadsheets. The test is free and can be taken at any time up to 21 days before the classroom session begins. This allows the student up to 7 days to complete the online session of the course.
2. Each new Advanced Education course has been designed with a mandatory two-hour online session. This can be done at your own speed and when it is most convenient for you. These sessions go live 28 days before the classroom course begins and ends 7 days before the course begins.

An FAQs for the Diagnostic Test can be found at:

http://www.appraisalinstitute.org/education/diagnostic_FAQs.aspx

General Appraiser Report Writing & Case Studies - TBD (Nov/Dec)

General Appraiser Report Writing & Case Studies provides instruction in effectively communicating a sound analysis of selected parts of a valuation. The course addresses USPAP requirements and the three types of writing most often used in appraisal reports: descriptive, numerical, and analytical.

This course has been deemed equivalent to *Report Writing and Valuation Analysis* for the MAI Advanced Education requirements. The general Associate member must take and pass either *Report Writing and Valuation Analysis* or [General Appraiser Report Writing & Case Studies](#) to meet that report writing course requirement for the MAI.

Instructor: Richard C. DuBay, SRPA, SRA

Need USPAP Courses?

April 13 & July 19

7 Hour National USPAP Update Course - 7 Hours Appraisal and Real Estate CE
Instructor: Craig Harrington, SRA

July 20

Business Practices and Ethics - 7 Hours - Appraisal Institute CE; 5 Hours Appraisal & Real Estate CE—MN
Instructor: Alan Hummel, SRA

Register online: www.northstarai.org/education

2011 Application and New Resources Now Available for General Comprehensive Exam

Applications for the 2011 General Comprehensive Exam are now being accepted. Associate Members who are now eligible to take the exam as well as those who are planning to finish their required education in 2011 should note the following dates and deadlines.

Eligible General Associate Members may now apply for the following exam dates in 2011:

July 28 –29, 2011 (Deadline to apply: June 2, 2011)

Oct. 24-25, 2011 (Deadline to apply: Aug. 24, 2011)

Comp Exam Eligibility Requirements

1. Attend and pass all required courses/exams
 2. Receive credit for the college degree requirement
- Meet the Ethics and Standards requirement for Associate members (this requirement consists of BOTH Business Practices & Ethics and USPAP)

For full information on the Comprehensive Exam - go to: http://www.appraisalinstitute.org/membership/guides_comp.aspx

You will find.....,

Guidelines and Resources

[Associate Guidance Webinar Series: Comp Exam](#)
[Comp Exam Guidebook](#)

Information on how to submit your Comp Exam Application Need help?

If you have questions about the comp exam, contact comp@appraisalinstitute.org or (312) 335-4111.

Please note: All required examinations must be written at least eight weeks prior to the Comp Exam to allow time for grading.

Associate Members can view their remaining designation requirements at any time by logging in to the [My Appraisal Institute section](#) and clicking "My Associate Status Report" in the left sidebar. The 2011 education schedule is currently posted on the Web site, and new offerings will be added over the next couple of months.

Now Available: FREE Associate Guidance Seminar in Webinar Format

The Associate Guidance Seminar is now available as a series of **free** Webinars on the Web site. The Associate Guidance Webinar Series is based on the classroom version of the Associate Guidance Seminar that many chapters have offered in the past. By offering these presentations in a Webinar format, the Appraisal Institute is able to reach a much wider audience of Associate Members in a very cost-effective manner. Associate Members on the designation path can benefit by viewing these Webinars at any time.

Similar to the classroom version, the Associate Guidance Webinar Series is broken down into three, 30- to 60-minute sections:

[Associate Guidance Webinar Series: Experience Screening](#) is presented by Jan Young, MAI, SRA, senior manager of Experience Screening. She gives Associate Members information on the Experience Screening requirements and process.

[Associate Guidance Webinar Series: Demo Report](#) is presented by Demonstration Appraisal Reporting Grading Panel Vice Chair, Stephen Wagner, MAI, SRA. The presentation gives information on the different options and alternatives to meet the demo requirement and tips on getting started.

[Associate Guidance Webinar Series: Comp Exam](#) is presented by Comprehensive Exam Panel Vice Chair, Jim Hartman, MAI. It gives general Associate Members information on how the exam is administered, sample questions and suggestions on preparation.

To view these Webinars and access additional information on the designation requirements, please see the [Designation Requirement Tools](#) page of the Web site. If you have any questions on these Webinars or the designation requirements, please contact an Admissions staff person at 312-335-4111 or admissions@appraisalinstitute.org

Chapter/National News

Career Forum—Hunters and Seekers

Mankato Firm is seeking an Appraiser for Commercial and Residential Work

Appraisal Services of Mankato, Inc., a full service appraisal company serving south-central Minnesota, searching for an appraiser for commercial and residential work. Residential appraisal experience required and a Bachelor degree. Will train for the commercial work. Please send resume to 1015 South Front Street, Mankato, MN 56001. Please, no phone calls about this job.

Wisconsin Firm Seeks Appraiser

J. C. Norby & Assoc. is a full service appraisal company serving western and northern Wisconsin. We are searching for an appraiser for other than residential work. Will train, but must be able to eventually obtain a Certified General license. Appraisal experience and appraisal courses a positive. Please contact Jim Norby at info@jcnorby.com.

Seeking Qualified Subcontractor for Part-Time Residential Appraisals

My firm is looking for a qualified subcontractor to do part time residential appraisals. Please call Bob at (952) 832-5151.

Certified General Appraiser Seeking Work

I'm a Certified General Appraiser seeking part to full time sub-contract appraisal work. I may be willing to work full time as an employee for the right company. If interested, please send your name and number as well as the best time to reach you to further discuss the opportunities you may have. E-mail: maribellec@aol.com

If you would like to place an ad, please contact the Chapter Office at www.northstarai.org or call 651-633-0676

The Appraisal Institute is asking that we remind our Members of options to pay dues...

Dues invoices for 2011 are out. To make a payment, [log in to the AI Web site - www.appraisalinstitute.org](http://www.appraisalinstitute.org) to pay online via credit card or check, grab a debit or credit card and call 888-7JOINAI (888-756-4624), or submit payment through the mail no later than March 31 to avoid late fees.

Send payments to: Appraisal Institute Remittance Center, 97498 Eagle Way, Chicago, IL 60678-7498

Remember that a four-installment payment plan is available for 2011 membership dues. Standard payment plan dates are January 1, March 1, May 1 and July 1. An additional \$20 processing fee is added to the total dues if using the payment plan. Automatically processed payment plan statements can be viewed online – statements will no longer be mailed.

Appraisal Institute Online Education



Online Education (http://www.appraisalinstitute.org/education/online_education.aspx)

Learn at your own pace anytime, anywhere.

Top notch Appraisal Institute courses and seminars come straight to your desktop with online education! Learn from any computer anywhere, whenever you have time. It's easy, convenient and a great way to get the education you want.

Check out the current course listing now!.... (http://www.appraisalinstitute.org/education/online-education-view_programs.aspx)

Facsimile Transmittal

North Star Chapter of the Appraisal Institute

Fax: 651-633-5956

Phone: 651-633-0676

1265 Josephine Road
Roseville, Minnesota 55113



Date:

Attention: **Maribelle** FAX: **651-633-5956**

From:

Number of pages (including this cover):

Schedule: 11:45 am ~ Registration

12:00 pm ~ Luncheon followed by the two-hour program

Please reserve the following space(s) for me on Thursday, March 24th at Jax Cafe

1928 University Avenue NE, Minneapolis, MN 55418 - 612.789.7297

for the Luncheon and Program **“Mortgage Foreclosure Update—2011”**

with **Jim Atchinson and Patrick Todd, SRA**

Steak will be on the menu, if you would like Jax “Pasta” Salad instead, please call Maribelle

You must register for both the Lunch and the Seminar (or one or the other)

_____ For Lunch

_____ For Seminar

Name: _____

Guest: _____

**No Charge if you have paid your Chapter Service Fee
\$45.00 Outstate Members and Guests**

Please make your reservations for the Luncheon by March 22, 2011

Cancellations not called or e-mailed in by March 20th will be billed.

NO-Shows will also be billed.

Register Online: www.northstarai.org/meetingsEvents.asp

Fax: 651/633.5956, Phone: 651.633.0676

E-mail: MaribelleC@aol.com

or mail your reservations to: Maribelle Cushman

1265 Josephine Road, Roseville, MN 55113

