

COURSE INSTRUCTORS

ERNIE DEMBA FASA, IFAS, PE

Mr. Demba has an MS degree in engineering, an MBA degree, and currently teaches in the Economics Department at Washington University. Mr. Demba is currently Vice President of MAAC.

SHARON LOWMAN MAI, SRA

Ms. Lowman has a BA degree in mathematics and sociology. She is a Certified General Appraiser and is a nationally recognized appraiser/instructor with 40 years varied appraisal experience and 30 years national teaching experience. She has served on numerous national, regional and chapter committees of the AIREA. She was the Appraisal Specialist for the RTC overseeing the appraisal activities in 26 states. Sharon is a past chairperson of the Missouri Real Estate Appraisers Commission. Sharon is the owner of Lowman & Co. a national real estate appraisal school.

HOWARD AUDSLEY ARA

Howard Audsley, ARA, is currently the District IV Regional Vice President for the American Society of Farm Managers and Rural Appraisers. Howard is a certified instructor for ASFMRA, teaching basic appraisal principles and specialized topic courses. He has developed courses and was instrumental in on-line course delivery with UMC. His career has been in the agricultural appraisal field for over twenty years.

CRAIG JACOBS

Assistant Attorney General Craig Jacobs has been with the Missouri Attorney General's Office since 1998 and has provided general counsel and litigation services to various professional boards and commissions, including the Missouri Real Estate Commission and the Missouri Real Estate Appraisers Commission.

ROBERT DENLOW

Mr. Denlow is the principal partner in Denlow & Henry, in St. Louis, Missouri. He is a licensed attorney in Missouri and Illinois with a law degree from St. Louis University. Mr. Denlow is a frequent speaker on condemnation, inverse condemnation and Tax Increment Financing projects, and is the author of various industry articles.

RICK BOBBITT

Growing up in Lebanon, MO, Rick began his real estate career in rural banking. Following his time away in the Army, Rick continued in real estate and mortgage banking, later transitioning to real estate appraisal. His teaching experience began in a local university and continued on to appraisal while managing his own firm. Today, Bobbitt and Company, Inc. is one of the larger schools in a six state area.

JULIE MOLENDORP

Julie Molendorp is a Certified General Appraiser. She owns and operates Molendorp Appraisals in Raymore, Missouri. She has Bachelor's and Master's Degrees from the University of Central Missouri. She also teaches advanced appraisal courses for Bobbitt and Company in Overland Park, Kansas. Julie is currently a member of the Missouri Real Estate Appraisers Commission and also represents the Commission on the National Board of Directors of the Association of Appraisal Regulatory Officials.

ABOUT MAAC

The Missouri Appraiser Advisory Council (MAAC) was originally formed by representatives of the major appraisal organizations to assist in the implementation of the Federal Mandate created by FIRREA. MAAC continues to work in the area of appraisal legislation and is dedicated to the advancement of the appraisal profession. The MAAC member organizations are:

- American Society of Appraisers (ASA)
- American Society of Farm Managers & Rural Managers
- Appraisal Institute (AI)
- International Association of Assessing Officers (IAAO)
- International Right-of-Way Association (IRWA)
- Missouri Association of Realtors Appraisal Section (MAR-AS)
- National Society of Real Estate Appraisers (NSREA)
- Western Missouri Appraisers Association
- National Association of Independent Fee Appraisers
- Non-Affiliated Appraisers



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Eldon, MO 65026



Educational Conference

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SCHEDULE

FRIDAY, MARCH 19TH

7:00 a.m.
Registration – Coffee & Donuts

8:00 a.m. – 11:30 a.m.
Missouri Real Estate Appraisal
Commission Presentation
(FREE 3.5 hours CE)

8:00 a.m. – 4:30 p.m.
ASFMR Income Applications
(7 hours CE)

11:30 a.m. – 12:30 p.m.
Lunch – Keynote Speaker

1:00 p.m. – 4:30 p.m.
Appraiser as an Expert Witness
(3.5 hours CE)

1:00 p.m. – 4:30 p.m.
Cost Approach and the MO Appr.
(3.5 hours CE)

4:30 p.m. – 6:00 p.m.
Social Hour

SATURDAY, MARCH 20TH

8:00 a.m. – 4:00 p.m.
National USPAP Update
(7 hours CE)

8:00 a.m. – 4:00 p.m.
Forms Seminar
(7 hours CE)

11:30 – 12:30
Lunch

REGISTER ONLINE!

www.missouriappraisers.org

ABOUT THE COURSES...

ASFMR Income Applications - Instructed by Howard Audsley, ARA

This 1-day seminar is intended to reinforce the concepts of the Income Approach and its application to the overall appraisal process. The seminar introduces improved techniques for estimating the value of income-producing rural property by converting anticipated benefits into property value. The seminar is intended to not only review the various formulas and procedures utilized for deriving various rates of return, but to develop an understanding of the inner workings of these derived rates such that the appraiser can more accurately interpret market movements. An American Society of Farm Managers and Rural Appraisers course, this will be a good update for General and Residential certified appraisers who need to brush up on income applications in the appraisal process.

Commission Presentation (FREE COURSE) - Instructed by Craig Jacobs

The Commission will provide an update on recent rule amendments and other topics of interest. Mr. Jacobs will speak on Missouri's complaint and discipline process and the most common errors and misconduct leading to the discipline of real estate appraisers.

The Appraiser as an Expert Witness - Instructed by Robert Denlow

The role(s) of the appraiser in litigation, types of litigation, differences between typical reports and litigation reports, the legal basis for admissible evidence and use of exhibits. Information concerning cross examination, direct testimony and appraiser credibility.

Cost Approach and the Missouri Appraiser - Instructed by Julie Molendorp & Rick Bobbitt

An overview of site valuation and the cost approach with emphasis on technique, documentation and reporting – a real hands-on appraiser's course cast in the light of MREAC requirements. Taught by two seasoned appraisers, Julie Molendorp and Rick Bobbitt, this cost course will prove invaluable to all who attend; additional emphasis on USPAP and FNMA requirements.

Forms Seminar - Instructed by Sharon Lowman

Fannie Mae revised 11 of its appraisal forms. Let's look at the 1004, 1004MC, 1004C, 1004D, 2055, 2065, 2070, 2075, ERC, etc. and review any changes or problem areas. A comprehensive review of the 1004MC form will be done and a case study example worked. Students will be given a free spreadsheet to use when MLS data is not available and a free software program to extract data from your MLS into the 1004MC form. The program works with most (not all) MLS systems. Concerned about liability, especially when doing drive-bys? What can the appraiser do or say in the report to limit one's liability? Be informed!

The National USPAP Update: 2010-11 - Instructed by Ernie Demba, FASA, IFAS, PE

This course is designed to provide a comprehensive review of the current publication of USPAP. The preamble, definitions, rules, ten standards, statements and some of the advisory opinions are reviewed. Students are required to bring a readable electronic or paper copy of the 2010-11 USPAP.



BRING YOUR
USPAP BOOK

STAY UP TO DATE

Update your contact information for the upcoming Missouri Appraiser Directory via our website. Your personal code is located next to your name on the back of this brochure. Visit missouriappraisers.org to update your business information. This publication reaches bankers, attorneys and government institutions throughout Missouri.

12TH ANNUAL

Educational Conference

REGISTER TODAY!

The total registration fee for the conference is \$325. This fee includes up to 14 hours of recertification credit, two lunches, refreshments and the Friday social. Additional lunches may be purchased for \$20.00 each. Individual classes may be attended at \$100 per 3.5-hour course and \$185 per 7-hour course (lunches are not included with individual class selection).

YOUR NAME & ADDRESS

Your name:		
Billing Address:		
City:	State:	Zip:
Phone:	Email:	
Additional Lunch Tickets @ \$20 ea	Attendance Type:	
<input type="checkbox"/> Friday Lunch tickets	<input type="checkbox"/> Conference Package <input type="checkbox"/> Individual Courses	
<input type="checkbox"/> Saturday Lunch tickets	Total Amount: (courses or package + additional lunches) \$ (Payable to MAAC)	

SELECT YOUR COURSES

Friday Morning



Commission Presentation Free 3.5 hr

Saturday



Select one all day course

USPAP Nat. Update 7hr

Forms Seminar 7hr

Friday Afternoon



Cost Approach & the Appraiser 3.5hr

OR

Appraiser As An Expert Witness 3.5hr

Friday All Day



ASFMR Income Applications 7hr

OR REGISTER ONLINE!

www.missouriappraisers.org



Mail your registration and check to:

Jeff Christenson

195 Timber Ridge Lane

Lake Ozark, MO 65049



Call The Resort at Port Arrowhead (800) 532-3575 or log into their website at www.theresortatportarrowhead.com, click on reservations and use our group code MAAC0310 for a special room rate. Room rate available until March 4, 2010. The resort is located at 3080 Bagnell Dam Blvd, Lake Ozark, MO. Conference cancellations (\$25 fee) accepted until March 12, 2010. For information call Jeff Christenson: 573-392-6250 or Scott Shipman: 636-949-7425.