

COURSE INSTRUCTORS

ERNIE DEMBA, FASA, MRICS, 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.

GLENNON POLETE, IFAS

Mr. Polete has been engaged in the real estate appraisal profession since 1981 and in the real estate profession since 1979. His expertise lies in the field's of commercial, multifamily complexes, agricultural and other income producing properties. Mr. Polete has developed appraisals for financing, sales/purchases, ad valorem tax, estate settlement and multi-purpose litigation causes. With over 40 years of experience testifying as an expert witness, Mr. Polete has testified before the Circuit Court, Magistrate Court and Bankruptcy Court.

TOM MUNEZZO, IFA, DAR, CAR

Thomas Munizzo, IFA, CAR, DAR is the chief appraiser and compliance officer for IRR-Residential, is responsible for appraisal quality and compliance oversight for the organization. As a past National President for the National Association of Independent Fee Appraisers, he has taught USPAP classes across the country and is an active FHA compliance inspector. In addition, Munizzo is a Certified General Appraiser who specializes in appraisal reviews, quality control procedures, FHA, REO, foreclosure and custom housing. He has also completed consulting assignments for major lenders nationwide, training corporate staff as to the role of the appraiser, appraisal review, FHA, appraisal department quality control and appraisal management strategy.

DAVID DOERING, IFA

A State Certified Residential Real Estate Appraiser with over 23 years of experience in the appraisal profession, David is the current Chair of the Missouri Association of Realtors® - Appraisal Section, a representative to the Missouri Housing Industry Alliance and serves on the Board of Directors of the Missouri Appraisal Advisory Council (MAAC). In addition to taking specialized courses over the years from the American Institute of Real Estate Appraisers and National Association of Independent Fee Appraisers, he holds a BA in Economics from the University of Missouri.

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



195 Timber Ridge Lane
Lake Ozark, MO 65049



Join Us At Resort At Port Arrowhead
Lake Ozark, MO

Friday April 1st & Saturday April 2nd, 2011



RETURN SERVICE REQUESTED

Prior First Class
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Jefferson City, MO
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Make valuable contacts with real estate professionals while earning your CE credits!



SCHEDULE FRIDAY, APRIL 1ST

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

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

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

1:00 p.m. – 4:30 p.m.
Income Applications
(3.5 hours CE)

1:00 p.m. – 4:30 p.m.
Government Loan Programs
(3.5 hours CE)

4:30 p.m. – 6:00 p.m.
Social Hour

SATURDAY, APRIL 2ND

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

8:00 a.m. – 11:30 a.m.
Forensic Appraisal
(3.5 hours CE)

11:30 - 12:30
Lunch

12:30 p.m. – 4:00 p.m.
Appraising Rural Res. Properties
(3.5 hours CE)



REGISTER ONLINE www.missouriappraisers.org

ABOUT THE COURSES

Commission Presentation (FREE COURSE)

The Commission will have Kristi Klamet, Appraisal Subcommittee (ASC) policy manager, speak about the ASC in general and their responsibilities. John Brenan, Director of Appraisal Issues for the Appraisal Foundation will also be speaking about changes to the Uniform Standards of Professional Appraisal Practice and proposed changes to the Real Property Appraiser Qualification Criteria. (3.5 hours, you must register to receive CE credit.)

An Analysis of The Income Approach to Valuation - Instructed by Ernie Demba, FASA, MRICS, PE

Geared toward the practicing general appraiser, this class will examine the differences between direct capitalization and yield capitalization, their respective pro and cons, and their appropriate application. We will also discuss extracting rates from the market, the special circumstances presented by current market trends and client expectations. If you appraise income producing properties, or are just interested in an introduction to income analysis, this class is for you!! (3.5 hours CE)

Special Appraisal Requirements for Government Loan Guarantee Programs - Instructed by David R. Doering, IFA

This course is structured to demonstrate the special and unique appraisal requirements of the government loan guarantee programs. The course will review the additional content and exhibitory issues relating to the proper completion of appraisal reports to be used for traditional government loan programs such as FHA and VA as well as address the additional requirements for USDA-Rural Development loan guarantee program appraisals and other similar programs. (3.5 hours CE)

USPAP 2010-11 - Instructed by Sharon Lowman, MAI, SRA

This course is designed to provide a comprehensive review of the current publication of USPAP. Preamble, definitions, rules, ten standards, statements, and some of the advisory opinions are reviewed. (students required to bring a copy of their 2010-11 USPAP book. (7 hours CE)



BRING YOUR
USPAP BOOK

Forensic Appraisal- Reviews and Rebuttals - Instructed by Tom Munezzo, IFA, DAR, CAR

Recently Fannie Mae and Freddie Mac have exercised their right to return a considerable number of troubled mortgages to the original lenders. Appraisal discrepancies are the most prevalent reason cited to justify these repurchase requests. Attend this timely seminar to learn which requests are most likely to be appealed by the downstream lender and how an appraiser's services can be utilized by lenders in new ways – on the front end with review appraisals and on the back end with "appraisal rebuttals".

Appraising Rural Residential Properties – Determining Legal and Professional Competency Instructed by Glennon Polete, IFAS

How does a licensed or residential certified appraiser determine if they are legally and professionally competent to appraise rural residential properties? This course examines the Missouri Scope of Practice Rule as well as the USPAP Competency Rule and their applicability along with methods for determining compliance or an appropriate course of action.

BE SURE TO UPDATE YOUR INFORMATION!



Update your contact information for the upcoming Missouri Appraisers directory via our website at: www.missouriappraisers.org. Your personal code is located next to your name on the back of this brochure. This publication reaches bankers, attorneys, and government institutions throughout Missouri.

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 MAAC03411 for special room rate of \$90. Room rate available until March 17, 2011. The resort is located at 3080 Bagnell Dam Blvd, Lake Ozark, MO. Conference cancellations (\$25 fee) accepted until March 28, 2011. For more information call Jeff Christenson: 573-392-6250 or Scott Shipman: 636-949-7425.



THIRTEENTH ANNUAL EDUCATIONAL CONFERENCE RESORT AT PORT ARROWHEAD - LAKE OZARK, MO FRIDAY APRIL 1st & SATURDAY APRIL 2nd, 2011

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:	
___ Friday Lunch tickets	<input type="checkbox"/> Conference Package <input type="checkbox"/> Individual Courses	
___ 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 Morning



USPAP Presentation 7hr



Forensic Reviews 3.5 hr

Friday Afternoon



Income Applications – Case study 3.5hr

OR

Government Loan Programs 3.5 hr

Saturday Afternoon



Appraising Rural Residential Properties 3.5 hr

OR REGISTER ONLINE!
www.missouriappraisers.org

Mail your registration and check to:
Jeff Christenson - Treasurer
195 Timber Ridge Lane
Lake Ozark, MO 65049



REGISTER TODAY!