

## Courses

### Commission Presentation - Dennis Badger

Appraisal reviews can be a challenging and rewarding experience. Recent events have magnified the importance of competent, objective appraisal reviews. Learn the most common appraisal development and reporting deficiencies as well as the most common review report weaknesses. In addition to discussions on appraisal review guidelines, requirements, methods and techniques, participants will examine residential case studies in class exercises. **A calculator is required.** (3.5 hours CE)

### The Appraisal Workfile - David Doering - IFA

What do you have in your workfiles? This course will review workfile requirements as well as the benefits of thoroughly documenting the appraisal process from start to finish. (3.5 hr CE)

### The Cost Approach - Sharon Lowman MAI, SRA & Jeff Lowman

This seminar identifies the important components in the cost approach (site valuation, building cost new, and depreciation) that often lack sufficient market support. Seminar attendees will derive site values, improvement costs and depreciation using data extracted from the market. This seminar will benefit the residential and general practicing appraiser. (3.5 hours CE)

### USPAP - Ernie Demba - FASA, MRICS, PE

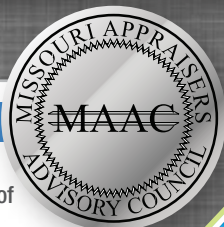


BRING YOUR  
USPAP

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 2012-13 USPAP.** (7 hours CE)

### Mathematics for Real Estate Appraisers - Julie Molendorp

This course is designed to familiarize real estate appraisers with the mathematics of their profession. Each principle reviewed will have examples from the field of real estate appraisal. The rationale behind each principle will be discussed. This course will help appraisers understand the steps used in processing data into reliable valuation conclusions. (7 hours CE)



*March 16-17, 2012*  
*Port Arrowhead Resort - Lake Ozark, MO*

## SCHEDULE

### FRIDAY, MARCH 16TH

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  
12:30 p.m. - 4:00 p.m.: The Cost Approach (3.5 hours CE)  
12:30 p.m. - 4:00 p.m.: The Appraiser Workfile (3.5 hours CE)  
4:00 p.m. - 6:00 p.m.: Social Hour (Complementary hors d'oeuvres)

### SATURDAY, MARCH 17TH

8:00 a.m. - 4:00 p.m.: USPAP National Update (7 hours CE)  
8:00 a.m. - 4:00 p.m.: Mathematics for Real Estate Appraisers (7 hours CE)  
11:30 - 12:30: Lunch

## CONFERENCE INFORMATION

The total registration fee for the conference is \$330. This fee includes up to 14 hours of recertification credit, two lunches, refreshments and the Friday social. Additional lunches may be purchased for \$20 each. Individual courses may be attended at \$105 per 3.5 hour course and \$190 per 7 hour course (lunch not included with individual course selections).

Call The Resort at Port Arrowhead (800) 532-3575 or log into their website at [www.theresortatportarrowhead.com](http://www.theresortatportarrowhead.com), click on reservations and use our group code MAAC12 for special room rate of \$88. Room rate available until March 12, 2012. The resort is located at 3080 Bagnell Dam Blvd, Lake Ozark, MO. Conference cancellations (\$25 fee) accepted until March 12, 2012. For more information call Jeff Christenson: 573-280-5363 or Scott Shipman: 636-949-7425.

## Your Name & Address

Your Name

Your Billing Address & Information

City:

State, Zip:

Phone & Email:

Your Attendance Type: ☒ (Check all that apply)

☐ Conference Package \$330 ☐ Individual Courses  
3.5 HOUR \$105 - 7 HOUR \$190

Additional Lunch \$20 Ea: ☐ Friday ☐ Saturday

Total: \$  
(courses or package + additional lunches, payable to MAAC)



## Select Your Courses

### Friday Morning

☐ Commission Presentation Free 3.5hr

### Friday Afternoon

☐ Cost Approach 3.5hr  
or ☐ The Appraiser Workfile 3.5hr

### Saturday

☐ USPAP 7hr  
or ☐ Mathematics for Real Estate Appraisers 7hr

Mail your registration and check to:  
Jeff Christenson - Treasurer  
231 Witt Road  
Eldon, MO 65026





## 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.

### DAVID DOERING, IFA

A State Certified Residential Real Estate Appraiser with over 25 years of experience in the appraisal profession, David is 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.

### JULIE MOLENDORP

Julie has a Master's Degree in Education and is a practicing Certified General Appraiser. Julie is a member of the Missouri Real Estate Appraisers Commission and teaches our Advanced Real Estate Appraisal Courses.

### JEFFREY T. LOWMAN

Jeffrey T. Lowman is a General Certified Appraiser. He appraises residential, commercial, industrial, special-use, and agricultural type properties for various type clients including lenders, investors, government agencies, etc. He has taught and developed appraisal courses for Lowman & Co.

### DENNIS BADGER

Dennis Badger is the Chief Investigator of the Kentucky Real Estate Appraisers Board where he oversees the investigative process, directs investigators, performs quality control, provides in-house training and ensures regulatory compliance. Mr. Badger, a Certified General Real Property Appraiser, received his BBA in real estate from Eastern Kentucky University and is a Certified USPAP instructor by the Appraiser Qualifications Board (AQB). Active in appraiser education since 1995, Mr. Badger has developed and conducted seminars on a variety of real estate valuation topics including USPAP, appraisal principles, procedures, appraisal review and real estate fraud and flipping.

## 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)
- National Association of Independent Fee Appraisers
- Missouri Association of Realtors Appraisal Section (MAR-AS)
- National Society of Real Estate Appraisers (NSREA)
- Western Missouri Appraisers Association
- Non-Affiliated Appraisers



Update your contact information for the upcoming Missouri Appraisers directory at: [www.missouriappraisers.org](http://www.missouriappraisers.org). Your personal code is located after your name



231 Witt Road  
Eldon, MO 65026



## 14th Annual EDUCATIONAL CONFERENCE

JOIN US AT RESORT AT PORT ARROWHEAD  
LAKE OZARK, MO

March 2012							MAAC Conference
SU	MO	TU	WE	TH	FR	SA	<b>16th</b> March 2012  <ul style="list-style-type: none"> <li>• Visit MAAC</li> <li>• Register</li> <li>• Earn 14 CE</li> <li>• Share Ideas</li> </ul> <a href="http://www.missouriappraisers.org">www.missouriappraisers.org</a>
26	27	28	29	1	2	3	
4	5	6	7	8	9	10	
11	12	13	14	15	16	17	
18	19	20	21	22	23	24	
25	26	27	28	29	30	31	
1	2	3	4	5	6	7	

*Make valuable contacts with real estate professionals while earning your CE credits!*

RETURN SERVICE REQUESTED

Post First Class  
U.S. Postage  
PAID  
Jefferson City, MO  
Permit No. 89