

Remit text orders and tuition fee payable to: Appraisal Institute, 1243 Alpine Rd., Suite 102, Walnut Creek, CA 94596

Enclosed is \$_____ to cover: Full Tuition Texts
Recommended Texts: Appraisal of RE, 13th ed (\$76.50 / \$92.75) Cap Theory & Tech/Study Guide, 3rd ed (\$43.75 / \$54.75)
 Rates & Ratios (\$19 / \$21.25)
 Pre-ship Texts (shipping fees apply) Hold Texts at Registration

Name _____ Designation _____
 Firm Name _____
 Firm Address _____
 City/State / Zip _____ E-mail _____
 Bus Phone _____ / _____ Fax _____ / _____ Hm Phone _____ / _____ State _____ Zip _____
 Home Address _____
 Appraisal Institute, ASA or ASFMRA Member Yes No Chapter Affiliation _____

Charge my: AmEx VISA MC Account No. _____ CSC _____ Exp _____
 Name on Card _____ Signature _____

Texts cannot be shipped without pre-payment. We do not assume responsibility for delivery of texts.

AI Use: Rec'd _____ Ck # _____ Amt _____ Bal Due _____ DBCA _____ OLRS _____ Conf _____ Texts Shpd _____

Register Early & Save!

Accommodations

The following hotels are within close proximity to the University of Phoenix – Oakland Campus (at City Center) – approx. .25 mile:

Courtyard by Marriott..... 510/625-8282
 988 Broadway, Oakland – www.marriott.com

Oakland Marriott City Center... 510/451-4000
 1001 Broadway, Oakland – www.marriott.com

Guest rooms have not been blocked at either of the hotels listed above. For additional lodging options in the Oakland area visit www.oakland.com or www.oaklandcvb.com.

Cancellations

Written cancellations received by Monday, July 12 are subject to a \$50 cancellation fee. Cancellations received after that time but prior to noon on Monday, July 19 are subject to a \$100 cancellation fee. No refunds for cancellations received after noon on Monday, July 19 or for course “no shows.” Cancellations can be faxed to the chapter office at 925-932-7754 or emailed to pat@norcal-ai.org

We reserve the right to substitute instructors, change locations or to cancel this program if sufficient registrations are not received by June 28. In the event of cancellation, tuition fees will be refunded. All other costs incurred are the registrant’s responsibility. Special accommodations are available for individuals who have been professionally diagnosed as physically or learning disabled and can provide appropriate documentation prior to the course. Without advanced notification, accommodation may not be available.

Contact information

Northern California Chapter
 1243 Alpine Rd, Suite 102
 Walnut Creek, CA 94596
 T 925-932-7753 F 925-932-7754
www.norcal-ai.org



The Northern California Chapter of the Appraisal Institute Presents...

**General Appraiser
Income Approach /
Part II**

A qualifying education (AQB) course designed for those seeking General Appraiser Certification, underwriters, lenders, and assessors.

July 26 – 29, 2010
 University of Phoenix
 Oakland Campus / City Center
 1200 Clay Street (near 12th)
 Oakland, CA

Instructor
Gary S. DeWeese, MAI, CRE

Demand for this offering is extremely high.

Only scheduled offering in Northern California for 2010

Don't Delay – Register Today!

About the course

General Appraiser Income Approach / Part II 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.

Register Early & Save!

Appraisal Institute Members

BEST VALUE: Register by June 14\$520

Register by June 28\$545

Standard tuition (after June 28).....\$570

Discounted member tuition fee also applies to ASA and ASF/MIRA Members subject to date registration is received.

Nonmembers

BEST VALUE: Register by June 14\$620

Register by June 28\$645

Standard tuition (after June 28).....\$670

AmEx, MasterCard and VISA accepted
Secure online registration is available at
<http://www.norcal-ai.org/event.html>

Prerequisites

Successful completion of *Basic Appraisal Principles, Basic Appraisal Procedures* and *General Appraiser Income Approach / Part I* is required. Students must sign a waiver at the beginning of the course stating that they have met the prerequisites.

Course hours and materials

On-site check-in will begin at 8:00a.m. on Monday, July 26. The course will be presented from 8:30a.m.–5:00p.m. on Monday, July 26 – Wednesday, July 28. On Thursday, July 29, instruction will run from 8:30am – 2:00p.m. immediately followed by the 3-hour examination at 2:00p.m.

Students registered two weeks prior to the start date will be sent their materials in advance of the offering. [Express shipment may be available for late registrants; an additional \$15 fee applies.]

Confirmations, directions, BART & parking

All confirmed registrants will receive a confirmation letter via email. For directions visit www.mapquest.com.

The UoP Oakland Campus is just a quick walk from Downtown Oakland's City Center / 12th Street BART station.

Parking may be available at:

- Clay Street Garage (Clay at 14th Street)

- City Center Garage (Clay at 14th Street)

Note: Many parking lots accept cash only.

Required equipment

An HP-12C or equivalent calculator is required. Students must be familiar with the calculator operations when the course begins. The in-class and homework problems and solutions will utilize this calculator exclusively. Visit http://www.appraisalinstitute.org/education/fin_calc.aspx for a free review – *Using a Financial Calculator: Formulas, Symbols, Math Review, and Sample Problems* and *Financial Calculator Practice Exercises*. Laptops are not required.

Education credit hours

APPRAISAL INSTITUTE: Full attendance and successful completion of the course exam enable designated members to receive 30 hours of continuing education credit; 27 hours of continuing education credit for full attendance only (no exam). Full attendance is required; partial credit is not available.

OREA Continuing Education: Approved for 27 hours (#09754130) of OREA continuing education credit for licensed/certified appraisers seeking renewal credit. Full attendance (100%) is required. Successful completion of the course exam is not required for OREA CEC.

OREA Basic/Qualifying Education: Approved for 30 hours of OREA basic education credit (#09754130) toward initial licensing/certification with full attendance (100%) and successful completion of the course exam.

Recommended texts

(not included with tuition fee)

The Appraisal of Real Estate, 13th ed

Members - \$76.50 / Nonmembers - \$92.75

Add \$5.80 for advanced shipping

Capitalization Theory & Techniques Study Guide, 3rd ed

Members - \$43.75 / Nonmembers - \$54.75

Add \$4.90 for advanced shipment

Rates and Ratios Used in the Income Capitalization Approach

Members - \$19 / Nonmembers - \$21.25

Add \$1.30 for advanced shipment

Text price includes CA sales tax. Please add indicated shipping fees for advance shipment of texts. All texts are sent via U.S. Mail or UPS.

Great staples for every appraisal library.

Order your copies today – 925/932-7753

<http://www.norcal-ai.org/book.html>