



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

**Southern New Jersey
Chapter**

**Late Fall Dinner Meeting/Seminar (Last one for the year!)
Modern Technologies & the Commercial Appraisal Practice
Thursday, November 14, 2019**

Adelphia Restaurant & Conference Center, 1750 Clements Bridge Road, Deptford, NJ

** Registration begins at 3:30 pm **

4:00 – 6:00 pm Seminar

6:00 – 6:20 pm Networking/Open Bar

6:20 – 7:15 pm Dinner/Chapter Meeting

7:15pm: SNJ Chapter of the AI Board of Directors Meeting (All are welcome!)

Modern Technologies & the Commercial Appraisal Practice: The goal of this class is to consider some of the dominant modern technologies that are shaping business industries and look at specifically how they are impacting the appraiser in the structure of the commercial appraisal office and in the development and delivery of the commercial appraisal report. Topics: Show the 3 waves of historic technological developments over the last 50 years. Introduce 5 dominant Modern Technology Trends that are shaping the future. With Each Trend we will consider Big Picture, Commercial Appraisal in General, and how people are approaching the trend.

1. The Cloud – Big Picture: What is the Cloud; Commercial Appraisal and the Cloud
2. Cyber-Security – Big Picture: What is Cyber-Security; What are some of the Most Common Threats for Commercial Appraisers
3. Big Data – Big Picture: What is Big Data; Commercial Appraisal and Big Data
4. Specialized Software Replacing Spreadsheets – Big Picture: Fortune 500 Companies & Financial Service Firms leaving Excel; Commercial Appraisal and the End of Excel Dominance
5. Mobility – Business is Mobile; Commercial Appraisal & Mobility

About the Presenter: Dennis M. Dull, MAI: Dennis' three decades of professional experience in real estate includes commercial valuation and consulting, sales representation, property management, construction, and most recently commercial appraisal software development. He is honored to be serving on the board of the Kansas City Chapter of the Appraisal Institute as the 2018 President & 2019 Past President. Dennis has also given executive leadership to non-profits on both the local and national level. His education includes a Bachelor's degree in Finance and Real Estate from the University of Arkansas and a Master's of Divinity from the Master's Seminary in Sun Valley, CA.

Registration Fee: \$30 Register on-line:

https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_e vt_key=06AB14BA-FB1B-4988-9E5A-567ED81CFBD9

All educational offerings with the SNJ Chapter can be found on the chapter website: www.ai-snj.org

Questions? Need help enrolling? Email: lisamayweiss@hotmail.com Call: 856.415.0281

Any & all cancellations are subject to an administrative fee. No credit/refunds for cancellations made on or after November 8th. No credit/refunds for no-shows. Confirmations will be emailed. **Two hours of continuing education credits are PENDING with NJ Board of Real Estate Appraisers (PA & NJ Div of taxation (appraisal credits) reciprocal credits) and DE Bd of Real Estate Appraisers. 100% seminar/speaker attendance required to receive CE credits, as per State & AQB criteria.**

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