

Note that these seminars are on Zoom! Students must have computer, webcam & microphone capability to participate & receive CE credit. The platform will be interactive and live. The instructor must be able to physically see and interact with all students and students must be able to see and interact with the instructor. **A copy of your driver's license must be emailed to the Chapter office as verification after you have registered for the offering prior to the offering start date.** You will receive a separate email from the Chapter Office with log-in/access information. You do not need a paid account from ZOOM to participate. If you are using your Ipad/Iphone/smartphone download the ZOOM app prior to offering. Check your webcam privacy settings on your computer. Check state approvals before registering to make sure the states you are licensed have approved the course/seminar & allow Virtual education in place of classroom education. Contact the chapter with questions regarding participation guidelines: lisamayweiss@hotmail.com

Top 15 Takeaways from your Colleagues' Legal Mistakes

Wednesday, January 31, 2024 ZOOM 3 CE hours

Check in begins at 1:15pm; seminar is 2-5pm Presented and Developed by attorney Peter Christensen

Attorney Peter Christensen will offer 15 takeaways and lessons from legal situations and cases involving appraisers. What can appraisers learn from their colleagues' legal misfortunes?

Here are some of the takeaways offered:

- How does USPAP relate to a professional negligence claim?
- What's the most important language in an appraisal report – in relation to an appraiser's potential liability?
- What legal problems have copying and pasting information from Wikipedia into appraisal reports caused appraisers?
- How does the Gramm Leach Bliley Act really apply to appraisers?

Peter Christensen is an attorney whose practice is focused on legal and regulatory issues concerning real estate valuation. He is the author of Risk Management for Real Estate Appraisers and Appraisal Firms, published by the Appraisal Inst. in 2019. **Credits for NJ pending; PA reciprocal. Q1 CHAPTER MEETING IMMEDIATELY FOLLOWS.**

Practical Application of Fundamental Analysis

Thursday, February 15, 2024 ZOOM 7 CE hours

Check in begins at 8:15am; class starts at 8:30am Instructor: Vince Dowling, MAI, SRA

Do you find yourself hesitating before taking on an assignment requiring a Level C marketability analysis? Do you think the process is complex and time consuming? When market conditions are changing, an understanding of fundamental demand concepts and the ability to apply them is necessary to do the valuation competently. This seminar simplifies and demystifies the process of fundamental demand analysis. After reviewing market cycles and the basic economic concepts underlying fundamental analysis, you will learn how to implement the six-step process by applying the concepts to three practical case studies dealing with a general office market, land development (subdivision), and a rental apartment building. You will use basic templates that can be used later in your daily work. By the end of the seminar, you should be better prepared to start including fundamental analysis in your work.

Any & all cancellations are subject to an admin fee. No credit/refunds for cancellations made on or after 7 days prior to class. No credit/refunds for no-shows. Our cancellation policy is stated on registration portal.

Registration Fee: Top 15 Takeaways (January 31)

\$45 member/\$55 non-member

https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=6FE0CECB-AB01-4C2A-AC3D-5FDD1C8A01CD&goback=0

Registration Fee: Practical Applications (February 15)

\$190 member/\$199 non-member

<https://appraisalinstitute.org/education/search/practical-application-of-fundamental-analysis/523150>

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