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**ND Appraisers Association's**  
**3rd ANNUAL CONFERENCE,**  
**SOCIAL AND EDUCATION EVENT**  
**Ramada Bismarck Hotel**  
1400 E Interchange Ave, Bismarck, ND  
**December 6 & 7, 2018**

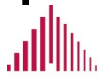
**Thursday, December 6, 2018**

**The Future of the Appraisal Profession in ND:**

**Current Activities of the AQB, ASB, & TAF**

**John S. Brenan, Director of Appraisal Issues**  
**The Appraisal Foundation**

The presentation will include a discussion of the revisions being proposed by the Appraisal Standards Board (ASB) for the 2020-21 edition of USPAP, as well as any recently published guidance. Additional issues related to the ASB can include a discussion of performing evaluations in compliance with USPAP. Regarding the Appraiser Qualifications Board, the presentation will include a review of the 2018 revisions to *Real Property Appraiser Qualification Criteria*, as well as an update on the *Practical Applications of Real Estate Appraisal* concept. Discussion will also include an update on various initiatives put forth from The Appraisal Foundation that impact the appraisal profession.



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

**Ignorance Isn't Bliss:**  
**Understanding an Investigation by a State**  
**Appraiser Regulatory Board or Agency**  
**Craig Steinley, SRA, AI-RRS**

This brand new 4-hour seminar from the *Appraisal Institute* was developed to offer participants an opportunity to peek behind the regulatory curtain surrounding complaints filed against real estate appraisers, and the resulting investigations completed by state regulators. Attendees are provided with an understanding of the origins, processing, due process requirements, statutory limitations, and federal constraints at play when a state regulatory board or agency properly investigates a complaint against a real estate appraiser. Additionally, the thresholds and mileposts that lead from investigative findings to a potential disciplinary action against an appraiser's credential are studied to allow the attendees the greatest advantage in resolving such matters. Finally, appeal options available to professional appraisers are outlined for those instances where a genuine disagreement exists as to the regulator's final findings and sanctions. Appraiser CE approved in ND, SD, and MN.

**Friday, December 7, 2018**

**The Cost Approach:**  
**Unnecessary or Vital to a Healthy Practice?**  
**Craig Steinley, SRA, AI-RRS**

The participants in the secondary market often suggest to residential practitioners that the cost approach is unnecessary for credible assignment results, or at least is not relevant to valuing a 1-4 unit property. This is highlighted in the *Fannie Mae Selling Guide*, as one example, where the cost approach is only required for the valuation of manufactured homes. Unfortunately, this mindset will often limit the potential professional growth and diversity of an appraiser, and leave him or her ill-prepared for the atypical assignments that would otherwise grow and strengthen their practice. More importantly, a decline in the day-to-day use of the cost approach leaves a residential appraiser with an incomplete ability to properly support adjustments in the sales comparison approach, to understand trends in market conditions that are often driven by building costs, and to recognize and quantify the forms of depreciation that can affect residential improvements.

Appraisers often repeat that "cost doesn't equal value". By the same token, failure to truly understand the cost approach limits the value of an appraiser to his or her clients. Through a combination of lecture and case studies, this 7-hour seminar will allow residential appraisers to regain and/or strengthen their proficiency with the cost approach so that they can rely on its indications when they have plentiful market data, very little market data, or confusing market data.

**Seminars are 8:30 am —4:30 pm**

**PLEASE Register Online at [ndappraisers.org](http://ndappraisers.org)**  
**or Complete the Following Registration and RETURN to:**

**North Dakota Appraisers Association**  
**PO Box 7521, Rapid City, SD 57709 (Make check payable to: NDAA)**

**Cost Per Seminar: \$200 NDAA Member Price—Lunch Included**  
**\$250 Non-Member Price—Lunch Included**

**Registration Deadline—November 21st: After November 21st add \$25 per Seminar**

**Please Register Me For:**

\_\_\_\_\_ **Thursday Class (7 Hours CE)**  
\_\_\_\_\_ **Friday Class—Cost Approach (7 Hours CE)**  
\_\_\_\_\_ **Thursday Dinner & Social Event (\_\_\_\_\_ x \$10 per person)**

**\*\*EMAIL:** \_\_\_\_\_

(\*\*Your confirmation will arrive by email)

**NAME:** \_\_\_\_\_ **License** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_

**PHONE:** \_\_\_\_\_

**Join us for the Thursday Night**

**Picnic-Palooza!**

**\$10 per person**

**5:00—6:00 pm Social Hour**

**6:00 pm Dinner; 7-10 pm Games & Prizes!**

Get rid of those winter blahs! We'll enjoy a fried chicken picnic theme buffet plus a fun evening filled with backyard games, laughter, prizes and an opportunity to meet, socialize and network with other appraisers in ND!

 **Gate City Bank**  
**For a Better Way of Life.®**

**PLEASE PRINT ON REGISTRATION FORM**

Contact Debbie Ellerton—[dellerton@rushmore.com](mailto:dellerton@rushmore.com) or 605-484-1054 if you have questions