



**RE STRATEGIC SOLUTIONS, LLC**

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**New Advanced Education Curriculum**

**Appraisal Institute Spring Conference  
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# Why did the Appraisal Institute develop a new Level II curriculum?

- *update content*
- *reduce total number of course hours when possible from 40 to 35 hours*
- *enforce more stringent prerequisites*
- *implement Excel spreadsheet assignments and technology into the courses*

# What are the new courses?

<b>Course</b>	<b>Days/ Hours</b>	<b>Replaces for the MAI Designation</b>	<b>Available to Chapters</b>
<i>Advanced Income Capitalization</i>	5 days, 35 hours	510 <i>Advanced Income Capitalization</i>	May 2011
<i>Advanced Market Analysis &amp; Highest and Best Use</i>	5 days, 35 hours	<i>General Appraiser Market Analysis &amp; Highest and Best Use</i>  <i>520 Highest &amp; Best Use and Market Analysis</i>	June 2011
<i>Advanced Concepts and Case Studies</i>	6 days, 40 hours	<i>530 Advanced Sales Comparison &amp; Cost Approaches</i>	August 2011
		<i>550 Advanced Applications</i>	
<i>Quantitative Analysis</i>	5 days, 35 hours	NA	2012
NA		<i>540 Report Writing &amp; Valuation Analysis</i>	NA

# When will current 510, 530, 540, and 550 retire?

<b>Current Level II Course</b>	<b>Retirement Date</b>
510— <i>Advanced Income Capitalization</i>	January 31, 2011
520— <i>Highest and Best Use &amp; Market Analysis</i>	2007
530— <i>Advanced Sales Comparison &amp; Cost Approaches</i>	April 1, 2011
540— <i>Report Writing &amp; Valuation Analysis</i>	December 31, 2010
550— <i>Advanced Applications</i>	April 1, 2011

# **When is the course exam held?**

*The three-hour exam is held in the morning on the 5<sup>th</sup> day (6<sup>th</sup> day for **Advanced Concepts & Case Studies**).*

# Is GMA & HBU required for the MAI Designation?

- *General Associate members who pass the Appraisal Institute's General Market Analysis and H&BU exam prior to June 1, 2011 will receive equivalency credit for the new Advanced Market Analysis and Highest & Best Use exam for their MAI advanced education requirements. After June 1, 2011, General Associate members who have not previously received equivalency credit will be required to pass the new Advanced Market Analysis and Highest & Best Use exam instead.*

# **What is the Diagnostic Test I am hearing about?**

**Intended to demonstrate Excel skill level.**

**Test is free and can be taken at any time on any computer.**

**After passing the test, student will be allowed to register for any of the new AE courses.**

# How do I access the Diagnostic Test?

Participants may access the Test through a link located on each new AE course description Web page:

<http://www.appraisalinstitute.org/education/AETEST.aspx>

# **When should you take the Diagnostic Test?**

**At least 21 days before the  
classroom session of your first AE  
course begins.**

**Allows time for test to be graded  
and gives participants at least 7  
days to complete the online  
session of the course.**

# **When are results posted?**

**Within 7 business days of submittal.**

**If a participant does not pass, he or she must retake the test.**

**FAQs for the Diagnostic Test can be found at**

**[www.appraisalinstitute.org/education/diagnostic\\_FAQs.aspx](http://www.appraisalinstitute.org/education/diagnostic_FAQs.aspx)**

**Students must also complete an online session prior to taking a specific course**

*Each new AE course has been designed with a mandatory two-hour online session. Participants can complete the online session at their own speed. The two-hour online session **MUST** be completed prior to the classroom sessions.*

# How much work do participants have to do in the online session?

- *Each online session unique for each course.*
- *Asks participants to complete an actual assignment which is discussed in more depth during the classroom course sessions.*
- *Work completed during the online session is submitted and is recorded.*

# When do online sessions of the AE courses go live?

- *28 DAYS before the classroom sessions of the offering begin.*
- *Participants have 21 days to complete the two-hour session.*
- *Access is turned off 7 days before the classroom session begins. This gives instructors time to review what participants have submitted and respond if necessary.*

# When are course handbooks mailed to participants?

- *Handbooks shipped to participants 30 days before the classroom session of the course begins.*
- *Additional course materials (appendix items, Excel spreadsheet templates, etc.) are available for download at the end of the online session.*
- *The materials will NOT be available when the traditional classroom session begins.*

# Are the new AE courses approved for QE elective credit?

- *No. The new AE courses only are approved for continuing education (CE) credit.*
- *[http://www.appraisalinstitute.org/education/state\\_aprv.aspx](http://www.appraisalinstitute.org/education/state_aprv.aspx) for the number of approved hours for each course for each state.*
- *Please note that online hours are not approved.*

# **Are Laptops required?**

*Participants are required to bring laptops with spreadsheet software.*

*Excel 2007 is recommended; other programs will not be supported in class.*

*Templates used for problem solving that are presented in the courses are provided in Excel.*

# Schedule of Deadlines for Registration, Diagnostic Test, and Online Sessions?

## Example Template

Online session available on	28 days before classroom session begins	November 8
Diagnostic test "Pass" grade by	14 days before classroom session begins	November 22
<b>Registration for the course ends</b>	<b>14 days before classroom session begins</b>	<b>November 22</b>
Online session ends	7 days before classroom session begins	November 29
Classroom sessions begin		December 6
Classroom sessions end		December 10
Exam	Based on 6-day course ( <i>Adv. Concepts</i> )	December 11

# Is there a recommended order for the AE courses?

- *Advanced Income Capitalization (or 510)*
- *Advanced Market Analysis & Highest and Best Use*
- *Advanced Concepts & Case Studies*

# More Information

- *Please contact [admissions@appraisalinstitute.org](mailto:admissions@appraisalinstitute.org) or call (312) 335-4111 if you have questions*