

Telebriefing 1 of 4:

Managing and Procuring Commercial Appraisal Reports, presented by the American Bankers Association and the Appraisal Institute, examines the role of commercial real estate appraisals in risk management, particularly in light of the current regulatory environment. This is the first joint telebriefing in the "Managing the Commercial Real Estate Appraisal Function" series.

Participants will learn how banks can implement a full-service appraisal administration program, including appraisal engagement procedures and underwriting considerations. Appraisers will understand more about how they can provide value-added services to their clients. Expert panelists will discuss current changes in the financial industry and provide a thorough and complete foundation for successful procedures.

UPCOMING TELEBRIEFINGS IN THE SERIES Locations To Be Announced

- January 13, 2010 - *Appraisal Review: Sales Comparison and Cost Approaches*
- February 10, 2010 - *Appraisal Review: Income Capitalization Approach*
- March 17, 2010 - *Land, Condos and Subdivisions - Solutions to Hard to Value Assets*

Ozark Mountain Chapter
PO Box 1694
Bentonville, AR 72712



ABA / AI Telebriefing Managing & Procuring Commercial Appraisal Reports

Presented By
The American Bankers Association
and
The Appraisal Institute

FREE!

A **Total of 8 Hours** of
Approved Continuing
Education Credit For
Appraisal Institute Members

Not Approved For State Continuing
Education Credit

2 hours of CE Credit Per Telephone
Briefing

Web site: www.ai-ozarks.org



New ABA / AI Telephone Briefing Telebriefing 1 of 4:

PARTICIPANTS WILL LEARN HOW TO:

- Establish an Appraiser Roster and manage an approved list of appraisers
- Find appraisers for out-of-market assignments
- Apply the Uniform Standards of Professional Appraisal Practice (USPAP)
- Utilize USPAP Scope of Work rules to order the correct appraisal product
- Interpret appraisal requirements – “appraisals” versus “evaluations”
- Differentiate between appraisal report options and when they can be ordered
- What to ask for from an appraiser under different scenarios

And Just Added

Commercial Fee Appraiser Perspectives

Eric J. Gardner, MAI, will discuss:

- What needs to be included in RFPs so accurate bids can be provided
- How to improve communication so appraisers can provide the assignment answers needed
- How long it takes to complete an appraisal and how delivery timeframes are quoted
- The importance of the review appraisal process

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Speakers

Robert Seiwert

Senior Vice President, Commercial and Business Banking, ABA Total Business Solutions, Washington, DC (*Moderator*)

Eric J. Gardner, MAI

Senior Vice President, Principal, Colliers Turley Martin Tucker, Cincinnati, OH

Nikki Griffith, MAI, CCIM

Sandollar Realty Advisors, Kennewick, WA

George Mann, MAI, SRA

Collateral Evaluation Services, Inc., Cincinnati, OH

J. Timothy Reiter, MAI

Senior Vice President and CRE Credit Officer, Citizens Financial Group, Boston, MA

DATE:

Wednesday, December 16, 2009

TIME:

1:00 pm Central Time

DURATION:

2 hours

Location:

Arvest Bank
Community Room
1645 Highway 412 West
Siloam Springs, AR

REGISTRATION IS REQUIRED

This telebriefing is being sponsored locally by the **Ozark Mountain Chapter of the Appraisal Institute** and is provided to Appraisal Institute Members – ***Free of Charge***

Thank you

Arvest Bank – Siloam Springs
for providing the conference facility for
Telebriefing One

***Registration is required
as Space will be limited***

**Send your Name, Address,
and Phone Number**

TO:

OzarkMtnChapter@cox.net

*This is a good opportunity
for members to invite their
clients to participate and
learn about commercial
appraisal issues*