



Ozark Mountain Chapter of the Appraisal Institute

Presents

## General Appraiser Income Approach (Part 1)

**30-hours – (includes 3-hr exam)**  
**MO Approved QE – 30 hr / CE – 27 hr**  
**OK Approved QE – 30 hr / CE – 30 hr**  
**AR Approved QE – 30 hr / CE – 30 hr**

**Thursday & Friday**  
**June 17 & 18, 2010**  
**and**

**Thursday & Friday**  
**June 24 & 25, 2010**

**Registration - June 17**  
**7:30 am to 8:00 am**

**Lecture Schedule - June 17, 18, & 24**  
**8:00 am to 4:30 pm**

**Lecture Schedule - June 25**  
**8:00 am to 1:30 pm**

**Exam Schedule - June 25**  
**1:30 pm to 4:30 pm**

### Location

Hyatt Place Rogers / Bentonville  
4610 West Walnut Street  
Rogers, Arkansas  
479-633-8555

Ozark Mountain Chapter  
Appraisal Institute  
PO Box 1624  
Bentonville, AR 72712

**FOR ADDITIONAL INFORMATION OR  
For ASSISTANCE WITH  
REGISTRATION, PLEASE CONTACT**

Susie Fletcher at 479-366-1336  
or  
email at  
[OzarkMtnChapter@gmail.com](mailto:OzarkMtnChapter@gmail.com)

Chapter Website  
<http://www.ai-ozarks.org>

Ozark Mountain Chapter  
PO Box 1624  
Bentonville, AR 72712

### Tuition

**\$325.00 – Members**  
**\$350.00 – Non Members**

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7:30 am to 8:00 am

Lecture Schedule – June 17, 18, & 24  
8:00 am to 4:30 pm

Lecture Schedule - June 25  
8:00 am to 1:30 pm

Exam Schedule - June 25  
1:30 pm to 4:30 pm

*100% Attendance is Required*

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## Seminar Instructors

Ray Fletcher, MAI - Bentonville, AR

And

Linda Atkinson, MAI - St. Louis, MO

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## Who Should Enroll

**Those seeking General Appraiser Certification, underwriters, lenders, and assessors.**

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## Course Overview

*After a brief review and introduction, General Appraiser Income Approach/Part 1 opens with a graphic treatment of the time value of money, the six financial functions of a dollar, and important associated concepts. A thorough, detailed analysis of gross income including leases and the various expenses appropriately deducted from gross income follows, with realistic case studies of several income property types. Direct capitalization is then presented using overall capitalization rates, band of investment, and residual techniques. Substantial class time is devoted to practicing the taught concepts to prepare participant for the exam.*

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## Program Overview

[Table of Contents and Overview \[PDF\]](#) ▶  
[Course Schedule \[PDF\]](#) ▶

## Required Equipment

- HP12C calculator
  - HP12C calculator user's manual
  - You must be familiar with calculator operation when the course begins. Answers to problems in course material are shown using the HP12C. Do not come to class expecting to be taught how to use a financial calculator.
  - Free Review - [Using a Financial Calculator; Symbols and Formulas, Capitalization Selection Tree, and Sample Problems; and Financial Calculator Practice Exercises](#)
  - For additional help with the HP12C calculator, take our online seminar, [Using Your HP12C Financial Calculator](#).
  - Laptops NOT REQUIRED
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**CANCELLATION POLICY:** If a cancellation is requested in writing and received in the Chapter office 15 business days prior to the start of the course/seminar, a full refund of the tuition will be granted. Notification received 7 - 14 business days prior to the start of the course/seminar will result in a \$50.00 cancellation fee. Less than 7 days prior to program start date, forfeit of payment unless a student replacement is provided. Once the program is in progress, no refunds will be issued.

**INFORMATION:** Special accommodations are available for individuals that have been professionally diagnosed as physically or learning disabled and can provide appropriate documentation. Reasonable efforts will be made to accommodate requests received prior to the deadline for registration. If accommodation is not requested in advance, we cannot guarantee the availability of accommodation on site. For any additional information, please call the Chapter office at 479-366-1336.