

NAME _____
 FIRM NAME _____
 ADDRESS _____
 CITY _____ STATE _____ ZIP _____
 PHONE (W) _____ (H) _____
 *EMAIL ADDRESS _____
 WRA ID NUMBER _____

*You'll receive a confirmation email. Also visit www.wra.org/myeducation to verify course registration.

REGISTRATION INFORMATION

Register before February 26 for the lowest price!

*Fees include all course books, morning and afternoon breaks, and lunch.

Two-day*	through 2/25	after 2/25	At the door
Appraiser Section Members	\$300	\$310	\$330
WRA Members	\$320	\$330	\$350
Nonmembers	\$340	\$350	\$370
One-day*	through 2/25	after 2/25	At the door
Appraiser Section Members	\$180	\$190	\$210
WRA Members	\$190	\$200	\$220
Nonmembers	\$200	\$210	\$230

Courses submitted for Wisconsin Appraiser and Assessor CE and Minnesota Appraiser CE.

Please indicate which sessions you plan to attend:

March 10, 2020
8:30 a.m. – 4:30 p.m.

Supporting Adjustments in Residential Appraising

2020-21 7-Hour National USPAP Update

March 11, 2020
8:30 a.m. – 4:30 p.m.

Technology in Residential Appraising

Supporting Your Report

LOCATION

Ho-Chunk Gaming
S3214 County Road BD, Baraboo, WI 53913

Room rates: \$109 plus tax (assorted king and queen rooms, rates based on double occupancy)

Reserve on or before: Monday, February 24, 2020

Please mention the Wisconsin REALTORS' Association room block or ID #9989.

CANCELLATION POLICY AND TERMS & CONDITIONS: By registering for this event, you are agreeing to the WRA's cancellation policy and terms & conditions found at www.wra.org/cancellationpolicy and www.wra.org/termsandconditions. You will receive these details in your email confirmation.

WWW.WRA.ORG/APPCONF

WRA
 Wisconsin
 REALTORS'
 Association

MARCH 10-11
WISCONSIN DELLS

WRA

2020
APPRAISAL
CONFERENCE



DAY 1

March 10, 2020

8:00 a.m. – 8:30 p.m. Registration

8:00 a.m. – 4:30 p.m. Exhibits Open

8:30 a.m. – 4:30 p.m. Supporting Adjustments in Residential Appraising

This course will improve your abilities to develop and support reasonable adjustments in the sales comparison approach to residential appraising. Main discussions in this course will focus on the following:

- Cost analysis: Depreciation applications and examples as well as cost analysis with rural areas.
- Paired data and matched pairs: Group data analysis theory with examples as well as sensitivity analysis.
- Statistical analysis: Common statistical analyses and examples, regression analysis, market segmentation and more.

This course will also explore topics like reconciliation, additional adjustment methods and personal discussions/interviews. You'll leave this course with an enhanced understanding of the various approaches to appraisal adjustments as well as how to support those adjustments in your practice.

Instructor: Jason Tillema

OR

8:30 a.m. – 4:30 p.m. 2020-21 7-Hr. National USPAP Update Course

The 7-Hour National Uniform Standards of Professional Appraisal Practice (USPAP) Update Course developed by The Appraisal Foundation focuses on changes to USPAP for 2020-21 and on appraisal issues that affect daily appraisal practice. In addition to lectures, the course includes discussion and illustrations that show how USPAP applies in situations that appraisers may encounter in daily practice.

Completion fulfills the CE requirement specifying that Wisconsin state-licensed and certified appraisers complete an update course on the USPAP every two years. All students must have a copy of the 2020-21 USPAP book, which includes USPAP, USPAP advisory opinions, USPAP frequently asked questions and an index. The publication and student manual are included in the registration fee.

Instructor: Timothy Andersen

12:00 p.m. – 1:00 p.m. Lunch (Included in fee)

WWW.WRA.ORG/APPCONF

DAY 2

March 11, 2020

8:00 a.m. – 8:30 p.m. Registration

8:00 a.m. – 3:00 p.m. Exhibits Open

8:30 a.m. – 4:30 p.m. Technology in Residential Appraising

From data-sharing to new technologies to social media, advancements in technology are transforming the real estate industry and your role as a residential appraiser. This course will introduce and illustrate various modern tools to increase your competency, efficiency and analytical skills.

This course will dive into websites and apps that can improve your appraisal practice, including public records online data, value-related sites mileage and traffic apps, podcasts for appraisers, and much more.

Additionally, this course will explore types of assistance and USPAP guidance regarding assistance. A discussion of new technologies will take place and how bi-furcated appraisals, team appraising, practical applications of real estate appraisal (PAREA), and deep learning can have an impact on your practice.

You'll also learn how hardware, like dual/triple monitors, laser measurement devices, printers and mobile devices, can enhance your day-to-day operations. Discussions will also involve software applications that can be suitable for appraisal practice: Excel and data analysis; comp importing; appraisal-writing software; and mobile appraising and the benefits of going mobile with your appraisal business.

Instructor: Jason Tillema

OR

8:30 a.m. – 4:30 p.m. Supporting Your Report

This course provides you the opportunity to learn how to support your appraisal and report — not merely your adjustments — so you'll be ready to defend your report if you're a defendant or if the state appraisal board calls your report into question.

Course discussions will include:

- The importance of the neighborhood analysis when supporting your report and your final value conclusion.
- The secrets to a well-written neighborhood analysis as well as items Fannie Mae might watch for in your analysis.

- Highest and best use analysis and its importance with supporting your final value conclusion and credibility of your appraisal.
- How reconciliation is a major part of a credible, well-researched appraisal and non-misleading report.

Plus, if you're like many appraisers who believe the cost approach is not a useful tool in your toolkit, this course will help you revisit that decision. The state appraisal board might be able to exploit some secrets against you; this course will divulge those secrets so you can take advantage of them, too!

If you're interested in advancing your appraisal skills, staying out of the clutches of your state appraisal board, and maybe even a class surprise, this class is for you.

Instructor: Tim Andersen

12:00 p.m. – 1:00 p.m. Lunch (Included in fee)



Jason Tillema

SRA, AI-RRS, ASA, IFA, is the co-owner of Access Valuation where he has worked as a residential appraiser since graduating Indiana University in 1997. His work has mostly been concentrated in secondary market lending assignments. However, over the past few years, Jason has completed more litigation-style assignments, including two mass appraisals. Jason is also a co-owner of Education Resources. He has developed several seminars and classes for the company. He is also an AQB Certified USPAP Instructor.



Tim Andersen

is the president of Timothy C. Andersen Inc., a real estate appraisal, consulting and education firm in Florida. He specializes in appraising residential and commercial properties. Tim is a certified general real estate appraiser in the state of Florida, board-certified in appraisal review by the National Association of Appraisers, and is a certified USPAP instructor.