The East Florida Chapter Presents:

The 12th Annual
Winter Extravaganza
The Winter Extravaganza offers education and networking, as well as a chance for you and your family to enjoy the Orlando attractions. Stay at the Embassy Suites Jamaican Court conveniently located on the famous International Drive. Rooms are available at a special rate of $179 (parking fee not included) by calling 1-800-871-5831 group code is APR by 1/27/20 or [Booking Link](#) (includes hot breakfast, happy hour, transportation to select parks).

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Three Hour Florida Law

**Thursday, February 27, 2020**

**Instructor:** Nicholas Pilz, MAI, SRA, AI-RRS

This 3-hour Florida Law Update class is required by the Florida Real Estate Appraisal Board to renew Florida real estate appraiser licenses once every two years.

[Register Now](#)

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7 Hour National USPAP 2020-2021 Update Course

**Friday, February 28, 2020**

**Instructor:** Robert Sutte, MAI, SRA

This 7-hour update course, copyrighted by The Appraisal Foundation, focuses on recent changes to USPAP requirements for ethical behavior and competent performance by appraisers. The course, which clarifies several commonly misunderstood aspects of USPAP, will aid participants in all areas of appraisal practice seeking updated competency in USPAP, including those subject to state licensing or certification and continuing education requirements imposed by professional organizations, client groups, or employers.

**NOTE.** Appraisers must successfully complete the *7-Hour National USPAP Update Course* every 2 years to meet the USPAP continuing education requirement.

[Register Now](#)

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Business Practices and Ethics

**Saturday, February 29, 2020**

**Instructor:** Robert Sutte, MAI, SRA

*Business Practices and Ethics* is an important course that provides information about standards and ethics requirements for valuers in general and, more specifically, for valuers who belong to the Appraisal Institute. Through discussion questions and examples, the class compares behavior and actions that illustrate violations of the Code of Professional Ethics, and participants learn how referrals...
can be made. Participants are also introduced to the Appraisal Institute Guide Notes to the Standards of Professional Practice and use these Guide Notes to resolve everyday appraisal practice problems. At the end of the course, they learn about common errors in appraisal reports and review reports, and they respond to questions about challenges that arise in appraisal practice such as requests for updates and requests to change or add intended users. These are common business practice issues that appraisers encounter in various assignments, including mortgage lending, litigation, and property tax appeal. Other real-life scenarios in the course illustrate less common business practice issues such as an appraiser’s obligation when illegal or criminal behavior is observed.

The Cost Approach: Unnecessary or Vital to a Healthy Practice?

Saturday, February 29, 2020
Instructor: Jenifer Marshall, SRA, AI-RRS

How often have you heard residential appraisers don’t need the cost approach to obtain credible assignment results? Participants in the secondary market often suggest this, and it’s even highlighted in the Fannie Mae Selling Guide that the cost approach is only required for the valuing manufactured homes. Unfortunately, not understanding the cost approach limits your ability to properly support adjustments in the sales comparison approach, understand trends in market conditions that are often driven by building costs, and recognize and quantify the forms of depreciation that can affect residential improvements. By better understanding the 8 important steps in the cost approach, you can rely on its indications whether you have little data, confusing data, or lots of data. Presentations and case studies will help you better understand the key connection between proficiency with the cost approach and your ability to support your adjustments in the sales comparison approach. This much needed seminar will show you that the cost approach truly is relevant!

Contact Information

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