



**University of Phoenix**  
**2882 Prospect Parks Dr; Rancho Cordova, CA**  
**September 24, 2008**  
**Registration 8:00 a.m.**  
**Seminar 8:30 a.m. to 4:30 p.m.**

**Appraisal Institute; Sacramento Sierra Chapter**  
**Appraising for Alternate Uses: Life Beyond Lending**  
**Instructor: Dawn Molitor, SRA**

This seminar is designed to benefit residential appraisers of various skill and experience levels. All appraisers experienced or otherwise, can profit from an enhanced awareness of alternative-use appraisal assignments that broaden our expertise and client base.

The presentation is in four parts. **Part 1** is an overview of the scope of work. Before one can accept work that may be different in nature than a specific appraiser commonly completes, it is important to remind ourselves of the need to be competent and the ability to understand each assignments problem and resulting scope of work. **Part 2** focuses on reporting options as identified in USPAP, such as, how is the decision made as to which reporting option is most appropriate for a given assignment and what are the reporting format choices today under each type of reporting option. **Part 3** is a series of common alternate-use case studies residential appraisers' transition into. Each case study provides an opportunity to discuss the nuances of varied assignments other than mortgage-lending and what are the common issues in such a specific use assignment.

Where appropriate, the developers have provided detailed and useful information to further enhance your knowledge of the particular alternate-use assignment. **Part 4** focuses on marketing strategies and developing new target markets to solicit ones' new expertise as well as how to develop appropriate hourly rate fees, which are more common in alternative-use assignments.

The seminar is a mixture of lecture and case study exercises. The case studies involve judgment and the solutions will vary by each class group's appraisal experiences and knowledge of the alternate use being discussed.

**Members: \$155 \_\_\_\_\_ Nonmembers \$175 \_\_\_\_\_**

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