

FAQs

MAI Designation Education – Participants 11/19/19

Start Dates, Cancellation Dates, Deadlines

Q. What is the last possible day I may register for an MAI designation education course?

- A. To allow enough time for you to complete the required online session, course registration will be closed on the 5th day before the classroom session begins. Please see additional deadlines below:

Important Deadlines for MAI Designation Education	
Tasks	Deadlines
Official FIRST day of course—day online session begins	28 days BEFORE the classroom or synchronous session begins
Last day to cancel registration with full refund	15 days BEFORE the classroom or synchronous session begins
Last day to receive a “pass” confirmation on Diagnostic Test	4 days BEFORE the classroom or synchronous session begins
Last day to register for the course with printed materials*	14 days BEFORE the classroom or synchronous session begins
Last day to cancel registration with \$150 cancellation fee	14 days or less BEFORE the classroom or synchronous session begins
Last day to cancel registration with -0- refund	7 days or less BEFORE the classroom or synchronous session begins
Last day to register for the course*	5 days BEFORE the classroom or synchronous session begins
Last day to complete the mandatory online session	2 days BEFORE the classroom or synchronous session begins

Notes.

Although the first day of the course is the day the mandatory online session goes live, the deadlines are backed up from the day the classroom or synchronous session begins.

*Course materials are only available as electronic downloads if you register less than 14 days BEFORE the classroom session begins; registration is closed 5 days prior to the start of the classroom session.

Courses

Q. Which courses comprise the MAI designation education curriculum?

A. The following courses are in the curriculum:

- *Advanced Income Capitalization*
<https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AICourseDetail&cecKey=E59E67C3-F675-4C1B-A979-6E991B2C08B8&courseType=classroom>
- *Advanced Market Analysis and Highest & Best Use*
<https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AICourseDetail&cecKey=13A171B6-412F-433C-BBE3-8BD6EE3EC6F3&courseType=classroom>
- *Advanced Concepts & Case Studies*
<https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AICourseDetail&cecKey=A6932324-74A0-4FOF-8D55-D91350283AF6&courseType=classroom>
- *Quantitative Analysis*
<https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AICourseDetail&cecKey=42E7A8EC-E399-46CA-AE94-5858014ADEF0&courseType=classroom>

Q. What is the recommended order for taking the MAI designation education courses?

A. While there is no required order for taking the MAI designation education courses, we highly recommend taking them in the following order:

- *Advanced Income Capitalization*
- *Advanced Market Analysis and Highest & Best Use* (prerequisite: *Advanced Income Capitalization*)
- *Quantitative Analysis*
- *Advanced Concepts & Case Studies* (prerequisite: *Advanced Income Capitalization*)

Excel Applications for Valuation Professionals—Diagnostic Test [Take the free diagnostic test today](#)▶

Q. Why must I pass the diagnostic test before I can register for an MAI designation education course?

A. To successfully complete courses in the MAI designation education curriculum, it is important that you have advanced Excel spreadsheet skills. Therefore, before enrolling in an MAI designation education course, you are required to pass a challenging diagnostic test in which you demonstrate mastery of creating and working with Excel spreadsheets. **If you have difficulty with the diagnostic test, you will struggle in the MAI courses.** The test is free and can be taken at any time on your personal computer. After you successfully pass the test, you may register for any of the MAI designation courses.

Q. When should I take the diagnostic test?

A. You may take the test at any time. However, keep in mind that you must receive your “pass” grade confirmation at least 4 days before the classroom session begins. We recommend that **you take the test at least 7 days before the classroom session of the course begins. This allows you at least a week to complete the online session of the course.**

Q. What can I expect to see on the diagnostic test and how can I prepare?

A. You should be familiar with Excel functions such as copy/paste, data and cell formatting and mathematical formula creation. In addition, You must be able to solve basic statistical equations (e.g., sum, average, median, stdev, COV, etc.), know how to solve day-to-day appraisal problems involving adjustments and rounding, and be able to solve financial appraisal problems (e.g., PV, PMT, FV, IRR, etc.). You should also be able to project income and expenses as part of a discounted cash flow analysis. Also, be familiar with the use of absolute "\$" and relative cell references in formulas.

During the exam, you may use online resources for help if you get stuck, but you may **NOT** copy and paste formulas from the internet directly into the spreadsheet; doing so will automatically result in your answer being marked incorrect

In addition to brushing up on your Excel skills, be sure to review basic appraisal principles, procedures, and income course materials. Become familiar with Excel's Search and Help functions.

If you do not have a strong foundation in Excel, you will not be successful in the MAI courses.

Q. Is Excel required to take the diagnostic test?

A. Yes. Microsoft Excel is required to take both the test and the MAI designation courses.

Q. What version of Excel is required to take the diagnostic test?

A. Excel 2010 or later is required to take the test.

Q. May I use a spreadsheet program other than Excel to take the diagnostic test?

A. No. Microsoft Excel 2010 or later is required for both the diagnostic test and the MAI designation courses.

Q. How and where do I take the diagnostic test?

A. Click [here](#) to register for the test. Then, log in to your account on the Appraisal Institute website. On your profile page, click on Education and Events on the right side of the page and scroll down to find the AI Excel Diagnostic Exam.

Q. How long will it take me to complete the diagnostic test?

A. The test will take approximately one hour, depending on your skill level.

Q. When will I receive my diagnostic test results?

A. A pass/fail score will appear on your screen immediately after you submit the diagnostic test.

Q. If I do not pass the diagnostic test, may I retake it?

A. Yes, you may retake the test up to 10 times. Before reattempting the test, we highly recommend self-study through Excel tutorials available via Google, YouTube, [Lynda.com](#), etc. This diagnostic test was intentionally designed to be challenging and ensure you have mastered above-average Excel skills. If you did not pass, you require further study and mastery of Excel.

Q. Where can I learn more about Excel?

A. The Appraisal Institute is finalizing development on a new course, *Excel Applications for Valuation Professionals*, which is scheduled for release late 2019. Additional resources include:

- [Mixed cell references](#)
- Getting started with Excel 2010
- Create your first Excel 2013 workbook
- Excel 2016 for Mac Help.

Or enroll in a basic Excel class, such as the Appraisal Institute's [Excel: Making Your Job Easier Using Excel Spreadsheets](#) or [Using Spreadsheet Programs in Real Estate Appraisals–The Basics](#).

Q. Does each MAI designation education course have its own diagnostic test?

A. No. There is only one diagnostic test for all four courses. As soon as you have passed this test, you'll be allowed to register for the MAI designation courses.

Q. If I want to challenge all of the MAI designation education courses, do I need to pass the diagnostic test?

A. No. If you wish to challenge ALL FOUR of the MAI designation education courses, you do not have to take the test.

Online Session

Q. Is the online session mandatory?

A. Yes, each MAI designation education course has been designed with a mandatory two-hour online session. This session is the official beginning of the course. Participants have the flexibility to complete the online session at their own speed when it is most convenient for them. The two-hour online session MUST be completed and it MUST be completed 2 days BEFORE the classroom session begins.

Q. How much work do I have to complete in the online session? Is it recorded?

A. The content in the online session is unique for each course. One course provides a content review to ensure that participants are up-to-speed; another may ask you to complete an actual assignment that is discussed in more depth during the traditional classroom course sessions. Work completed during the online session is submitted and is recorded.

Q. When do online sessions go live?

A. The online session goes live 28 DAYS before the classroom session begins. You have 26 days to complete the two-hour session. Access is turned off 2 days before the classroom or synchronous session begins. This gives instructors enough time to review what you have submitted and respond if necessary.

Q. What happens if I don't complete the online session in time?

A. If you do not complete the online session, you will not get credit for the course.

Q. If I need help, how soon will an instructor respond?

A. Instructors are asked to respond to students within 48 hours. National staff will respond to technical questions within 48 hours as well.

Miscellaneous

Q. When will I receive my course materials?

A. Downloadable materials are available to all registrants immediately. If printed materials are chosen at registration, course handbooks are direct shipped to you 30 days before the classroom session of the course begins. To retrieve downloadable materials, sign in to your AI account and choose Education and Events from your profile page, then scroll down to find the download option for your course.

Q. Are the MAI designation education courses approved for CE credit?

A. The MAI designation education courses are approved for continuing education (CE) credit. Please see <https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?Webcode=AIstateApproval> for the number of approved hours for each course for each state. **Note.** *Advanced Market Analysis and Highest & Best Use* is approved for 35 CE hours (including the two-hour online session). The two-hour online session in the other three AE courses is **not** approved. Below is a breakdown of total hours for each course.

- *Advanced Income Capitalization*: 35 hours [2 hours online (no state CE credit), 30 classroom hours, 3 exam hours]
- *Advanced Market Analysis and Highest & Best Use*: 35 hours [2 hours online, 32 classroom hours, 3 exam hours]
- *Advanced Concepts & Case Studies*: 40 hours [2 hours online (no state CE credit), 35 classroom hours, 3 exam hours]
- *Quantitative Analysis*: 35 hours [2 hours online (no state CE credit), 30 classroom hours, 3 exam hours]

Q. Are the MAI designation courses approved for QE Elective credit?

A. The MAI designation courses are approved by the AQB for QE Elective credit. The courses were sent to the states for QE approval as well. Please see <https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?Webcode=AIstateApproval> for the number of approved hours for each course for each state. **Note.** While two QE Elective credit hours for the online session are approved for *Advanced Market Analysis & Highest and Best Use*, they are **not** approved for QE Elective credit for the other three courses. Below is a breakdown of total hours for each course.

- *Advanced Income Capitalization*: 35 hours [2 hours online (no QE Elective credit), 30 classroom hours, 3 exam hours]
- *Advanced Market Analysis and Highest & Best Use*: 35 hours [2 hours online, 30 classroom hours, 3 exam hours]
- *Advanced Concepts & Case Studies*: 40 hours [2 hours online (no QE Elective credit), 35 classroom hours, 3 exam hours]

- *Quantitative Analysis*: 35 hours [2 hours online (no QE Elective credit), 30 classroom hours, 3 exam hours]

Q. If I want QE Elective credit for an MAI designation course, do I need to pass the exam for the course?

A. Yes, you must pass the exam in order to receive QE Elective hours.

Q. How many Appraisal Institute continuing education points do I get for the MAI designation education courses?

A. You will receive the following AI CE points for the courses:

	Attend and Pass Exam	Attend Only	Pass Exam only (challenge)
<i>Advanced Concepts & Case Studies</i>	375	275	325
<i>Advanced Income Capitalization</i>	375	275	325
<i>Advanced Market Analysis & Highest and Best Use</i>	375	275	325
<i>Quantitative Analysis</i>	375	275	325

Q. Must I bring a laptop computer to class? Do I need Excel?

A. Yes. You are required to bring a laptop with Microsoft Excel 2010 or later installed. All course demonstrations are done in Excel. In addition, course templates used for problem solving are provided in Excel (downloads).

Q. Are the MAI designation education courses offered online in a synchronous format?

A. Yes. All four MAI designation courses are offered synchronously.

Q. Are the MAI designation education courses equivalent to the old Level II courses?

A. See table below. Also, see http://appraisalinstitute.org/education/ae_equivalencies.aspx for more information about MAI course equivalencies.

NEW Course	Days/Hours	PREVIOUS Course
<i>Advanced Income Capitalization</i>	5 days, 35 hours	510— <i>Advanced Income Capitalization</i>
<i>Advanced Market Analysis and Highest & Best Use</i>	5 days, 35 hours	<i>General Appraiser Market Analysis and Highest & Best Use</i> 520— <i>Highest & Best Use and Market Analysis</i>
<i>Advanced Concepts & Case Studies</i>	6 days, 40 hours	530— <i>Advanced Sales Comparison & Cost Approaches</i>
		550— <i>Advanced Applications</i>
<i>Quantitative Analysis</i>	5 days, 35 hours	NA
<i>General Appraiser Report Writing & Case Studies*</i>	4 days 30 hours	540— <i>Report Writing & Valuation Analysis</i>

* As of 5/9/19, no longer a requirement.

Q. When did 510, 520, 530, 540, and 550 retire?

A. See dates below.

Course	Retirement Date
510— <i>Advanced Income Capitalization</i>	January 31, 2011
520— <i>Highest & Best Use and Market Analysis</i>	2007
530— <i>Advanced Sales Comparison and Cost Approaches</i>	April 1, 2011
540— <i>Report Writing and Valuation Analysis</i>	December 31, 2010
550— <i>Advanced Applications</i>	April 1, 2011