

## Is Your Audit, Credit, Compliance, Quality Control, Quality Assurance, and Underwriting Staff Properly Trained to Review Appraisal Reports?

Look no further than the Appraisal Institute—  
A relationship you can “bank” on to add value to your lending decisions!

The Appraisal Institute has educational programs that can be customized to fit your needs. Using a workbook and helpful guidelines and forms, experienced Appraisal Institute instructors discuss and explain topics such as appraisal review processes and procedures, appraisal options, appraisal steps, the current appraisal regulatory environment, commercial appraisal forms, and an appraisal compliance checklist. Instructors work closely with you to understand the needs and customize discussions so that all questions are answered. Group programs are available in **3-hour** and **7-hour** onsite options. With at least 5 students, a live webinar education format is also available.

**Programming Suggestion: Bank branches or community banks in one area are eligible to hold a customized program at one location. Put together your own group and save money!**

### **Commercial Appraisal Engagement & Review for Bankers**

- How to interpret appraisal requirements (appraisals vs. "evaluations")
- Appraisal compliance (managing approved lists, who can order and review appraisals within your institution)
- Appraisal options (the different types of appraisals and when they can be ordered)
- Understanding appraisal standards (the Uniform Standards of Professional Appraisal Practice).
- Latest terminology and changing regulations.
- What should go into your appraisal policies and procedures.
- What to include on your review form.
- What should be covered in an engagement letter.

For more information about this program, contact Fran Rosenstein (312-335-4228) or [frosenstein@appraisalinstitute.org](mailto:frosenstein@appraisalinstitute.org).

See <http://www.appraisalinstitute.org/education/lenders.aspx> for additional programs.

*The Appraisal Institute is a global membership association of professional real estate appraisers, with 25,000 members and 91 chapters throughout the world. Its mission is to advance professionalism and ethics, global standards, methodologies, and practices through the professional development of property economics worldwide. Organized in 1932, the Appraisal Institute advocates equal opportunity and nondiscrimination in the appraisal profession and conducts its activities in accordance with applicable federal, state and local laws. Members of the Appraisal Institute benefit from an array of professional education and advocacy programs, and may hold the prestigious MAI, SRPA and SRA designations.*