Today’s Panelists

• Ken P. Wilson, MAI, SRA
  2012 AI Vice President

• Ron DeVries, MAI, SRA
  Chair, AI Education Committee

• David W. Riach, MAI
  Chair, AI Admissions & Designation Qualifications Committee

• Richard L. Borges II, MAI, SRA
  2012 AI President Elect

• Carrie Vann
  Senior Manager, AI Admissions & Continuing Education
Candidate for Designation

Program Background
Why Create the Program?

• AI Board of Directors in September 2010 announced a new strategic vision
  – Move AI from professional association business model to professional society business model by 2016

• AI Board in December 2011 approved Candidate for Designation program
  – Consistent with AI’s new strategic vision
What Is It?

• Candidate for Designation program to be fully implemented Jan. 1, 2013
  – Designated members
  – Candidates for Designation
  – Practicing Affiliates
  – Affiliates

• Emphasize Designated members and those seeking to become designated
Enrollment

• Current State Certified Associate members (or equivalent) must choose
  – Candidate (pursuing designated membership) or Practicing Affiliate (not pursuing designated membership) category
• Current Non-State Certified Associate members can become Practicing Affiliates (licensed and trainees)
• Signup began June 1
Impact of Enrollment

• Dec. 31, 2012: Associate members who become Candidates as of Jan. 1, 2013 and maintain continuous Associate membership/Candidacy:
  – Do not lose credit for designation requirements already fulfilled
  – Are not subject to change in requirements for designation as of 1/1/2013*

* There will be deadlines for completion of remaining requirements and, as always, changes in requirements can occur over the longer term
Why Become Designated?

• Enhance your career earnings potential
• Enjoy premium exposure in the “Find an Appraiser” directory
• Elevate your career into the upper echelon of valuation professionals
Why Sign Up?

• Only Candidates will be eligible to take Comp Exam, and complete Demo and Experience requirements
• Advisors to help Candidates on their journey to designation
• Program support from Candidate’s chapter
• Structured timelines to help keep Candidates on track
Other Benefits

- Directory listing as “Candidate for Designation”
- May use term “Candidate for Designation”
  - Business cards, letterhead, etc.
- Discount on AE that is available only to Designated members and candidates
  - Greater than discount for QE, CE
Advisors

- Regular contact with Candidates
- Support and encourage Candidates on journey to designation
- Help Candidates obtain information about designation requirements
• Advisors:
  – Will receive technical assistance from staff
  – May receive AI Hours of Service continuing education credit
  – Will complete online Advisor program
  – Will receive tools, such as flow charts, checklists

• Chapters provide Candidate Guidance Chair
  – Similar to Associate Member Guidance Chair
Information on Advisors

• You can find three helpful Advisors documents on the Candidate page of our website;
  – Advisors: Information for Designated Members (potential Advisors)
  – Advisors: Information for Candidates
  – Advisors: Information for Chapters
- The 2013 annual fee for the Candidate program is $450.
  - Current Associate members who enroll in the Candidate program by Aug. 31, 2012 will receive a special introductory Candidate program fee of $395, a $55 discount.
• The 2013 annual fee for Practicing Affiliates will be $330, the same as 2012 Associate member dues.
• The 2013 annual fee for Affiliates will be $210, the same as 2012 dues.
Common Misconceptions

• As the Appraisal Institute moves through the Candidate for Designation program enrollment process, some members have expressed misconceptions about the program.
Common Misconceptions

- No payment of any kind is due when an Associate member enrolls in the Candidate program. The 2013 annual program fee will be billed in November (and due Jan. 1, 2013) as usual. The Candidate program fee and the Practicing Affiliate fee will replace current Associate membership dues.
Common Misconceptions

- Even if an Associate member has only one designation requirement remaining, he/she must enroll in the Candidate for Designation program. Any Associate member who does not enroll may be subject to different designation requirements and may lose credit for requirements previously completed as of Jan. 1, 2013.
• Current Associate members must complete the form and choose to either a) opt to enroll in the Candidate program or b) opt not to enroll in the Candidate program and become Practicing Affiliates effective Jan. 1, 2013. By not electing to become a Candidate for Designation by Jan. 1, 2013, individuals may be subject to different designation requirements and may lose credit for requirements previously completed if they later apply for and are accepted into candidacy.
Candidate Pursuing MAI Designation

Program Information
Core Requirements

- Level I education/General State certification (or equivalent)
  - KEY PREREQUISITE TO ENTER PROGRAM
- Standards & Ethics education
- College Degree or alternative
- Level II education/Advanced Education (AE)
- General Comprehensive Examination
- Demonstration of Knowledge
- Experience
- Good Moral Character
- Final Membership application

Note: Minimum progress required each year.
Deadlines

- 4 years to complete all requirements
- Minimum Progress required
  - Year 1 - must have completed 3 requirements
  - Year 2 - must have completed 6 requirements
  - Year 3 - must have completed 8 requirements
    - highly recommend Comp Exam (if eligible)
  - Year 4 - must have completed 11 requirements
Recommended Order

- **Year 1 recommended completion**
  - College degree (bachelor’s or higher) or alternative
  - Standards & Ethics requirement (must be completed in first year)
  - *General Appraiser Report Writing* (course/exam)

- **Year 2 recommended completion**
  - Select 3 advanced exams to complete: *Advanced Income* (exam), *Advanced Market Analysis H&BU* (exam), and *Advanced Concepts and Case Studies* (exam)
Recommended Order

• Year 3 recommended completion
  – Complete *Quantitative Analysis* (exam)
  – Comp Exam

• Year 4 recommended completion
  – Demonstration of Knowledge
  – Experience requirement
  – Final application for Designated membership
Candidate Pursuing SRA Designation

Program Information
Core Requirements

• General or Residential State certification (or equivalent)
  – KEY PREREQUISITE TO BECOME CANDIDATE
• Standards & Ethics education
• College degree or alternative
• Education
• Demonstration of Knowledge
• Experience
• Good moral character
• Final membership application

Note: Minimum progress required each year.
Deadlines

- 3 years to complete all requirements
- Minimum progress required
  - Year 1: must have completed 3 requirements
  - Year 2: must have completed 6 requirements
  - Year 3: must have completed 9 requirements
Recommended Order

- Year 1 recommended completion
  - College degree (associate’s or higher) or alternative
  - Standards & Ethics education
  - Residential Equivalency Exam (satisfies 3 exams)

- Year 2 recommended completion
  - Residential Market Analysis H&BU (exam)
  - RE Finance Statistics and Valuation Modeling (exam)
  - Adv. Residential Applications and Case Studies, Part I (course/exam)
Recommended Order

- Year 3 recommended completion
  - Demonstration of Knowledge
  - Residential Experience
  - Final application for Designated membership
Additional Information Regarding Designation Requirements
Three Requirements or Less

• Current Associate members with three (specific) requirements or less will be given 1 – 3.5 years to complete remaining requirements as of 1/1/2013

• Extensions may be granted for good cause as determined by ADQC.
Standards and Ethics Education

• In year 1 of Candidacy or within 4 years prior to Candidacy
  – Provide proof of USPAP
  – Complete AI’s *Business Practices and Ethics*

• Many Associate members who become Candidates will have met requirement when the program begins
College Degree

- Candidates pursuing MAI Designation
  - 4-year undergraduate degree from an accredited degree-granting educational institution (or ADQC approved equivalent)
- Candidates pursuing SRA Designation
  - At least an Associate’s Degree from an accredited degree-granting education institution (or ADQC approved equivalent)

Additional college degree alternatives will remain in place until Dec. 31, 2013.
Education for SRA
Designated Membership

• Advanced Residential Applications and Case Studies/Part 1 (course and exam)
• Residential Equivalency Examination (exam)
• Residential Market Analysis and Highest & Best Use (exam)
• Real Estate Finance, Statistics, Valuation Modeling (exam)
• General Appraiser Report Writing & Case Studies (course and exam)
• Advanced Income Capitalization (exam)
• Advanced Market Analysis and Highest and Best Use (exam)
• Advanced Concepts & Case Studies (exam)
• Quantitative Analysis (exam, required for individuals admitted on or after 1/1/12)

Appraisal Institute may offer “challenge exams” for the above 4 Level II exams.
Comp Exam

• Only Candidates will be eligible to take Comp Exam
• Candidates pursuing MAI designation must pass comprehensive examination
• New format beginning Jan. 1, 2013
  – 1-month testing period twice a year
  – Candidates must take all modules not previously passed – may take each module only once within that 1 month
Comp Exam

• Candidates can schedule modules in any order, at any time with Pearson Vue, during the 1-month testing period
• Administered by Pearson VUE Professional Testing Centers – high level of security
• Pearson Vue information and locations: www.pearsonvue.com/ai/

More information from AI staff: comp@appraisalinstitute.org
• Please visit AI website at:

• For additional resources, such as:
  – Comp Exam Guidebook (including 2012 & 2013) (sample questions, tips)

• More info: comp@appraisalinstitute.org
Candidates pursuing SRA designation must satisfy Demonstration of Knowledge requirement through one of the following:

- 45-hour package (classroom)
- Research project
- Traditional narrative demonstration appraisal report
- Thesis/dissertation
- Peer reviewed publications
- Defense of reports
- Modular demonstration appraisal report
Candidates pursuing MAI Designation must satisfy Demonstration of Knowledge requirement through one of the following:

- Capstone Program (classroom)
- Traditional Demonstration Appraisal Report
- Research project
- E-Demo (online option)
- Defense of reports
- Thesis/dissertation
- Peer Reviewed Publications
- Three Appraisal Reports
Demonstration of Knowledge - Resources

• Please visit website:

• For additional resources:
  – Demo Panel Contact list (for technical questions)
  – Demo Seminar (online)
  – Official Guide to the Demonstration of Knowledge Requirement
  – Demo Grading Sheets for each option

Questions? demo@appraisalinstitute.org
Experience

- Candidates must receive credit for specified number of hours:
  - Specialized experience (general Candidates pursuing MAI designated membership)
  - Residential experience (residential Candidates pursuing SRA designated membership)
- Work submitted for credit:
  - Must cover minimum time period
  - Must include most recent work
Experience – Resources

• Please visit website:

• For additional resources:
  – Common Errors & Issues of Experience Submissions
  – Advisory Guidance (free experience screening)
  – Experience Credit Guidance Tips for Candidates
  – Appraisal Institute Certification Statements
  – Mass Appraisal Guidelines
  – Experience submission instructions and guidelines for submission

Questions? experience@appraisalinstitute.org
The Bylaws and Regulations of the Appraisal Institute govern the Candidate for Designation program. In the event of a conflict between the Bylaws and Regulations and any statements or representations made or contained in any materials, documents, emails, or in any other form whether written or otherwise regarding the Candidate for Designation program, the Bylaws and Regulations shall prevail.
Questions?

http://www.appraisalinstitute.org