**EDUCATIONAL PATHWAY CHART**

The AI Education Catalog features nearly 200 courses and seminars which are taught to thousands of students hundreds of times a year. Our complete, searchable course list is online at APPRAISALINSTITUTE.ORG/AIMHIGHER.

Other educational sources may rely on professional course developers, but AI taps Appraisal Institute Designated members who can apply practical, real-world knowledge and experience to course development. Designated members of the Appraisal Institute are widely recognized as among the most qualified real property professionals practicing today.

### QUALIFYING EDUCATION FOR LICENSURE AND CERTIFICATION

Education programs that prepare prospective appraisers for real estate appraiser licensure or certification exams. All programs are specifically designed to meet the education criteria set by the Appraiser Qualifications Board (AQB).

<table>
<thead>
<tr>
<th>Residential Licensure and/or Certification Students</th>
<th>General Licensure and/or Certification Students</th>
<th>Practicing Residential Appraisers</th>
<th>Practicing General Appraisers</th>
<th>Candidates for AI Designations</th>
<th>Appraisal Reviewers</th>
<th>Chief Appraisers/Staff Appraisers</th>
<th>Litigation Specialists</th>
<th>Assessors/Government Agencies</th>
<th>Lenders/Other Specialties</th>
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### AI DESIGNATION EDUCATION

Programming designed for certified appraisers or professionals who wish to obtain an AI Designation. MAI, SRA, and SRA Designated members of the Appraisal Institute are widely recognized as among the most qualified real property professionals practicing today. Also, reviewers who become AI-GRS and/or AI-RPS Designated members of the Appraisal Institute are better positioned to benefit from the growing demand for highly qualified reviewers.


### CONTINUING EDUCATION*

Ongoing programs that help professionals stay on top of industry trends and fulfill state and designation continuing education requirements.


### PROFESSIONAL DEVELOPMENT PROGRAMS

Professional development offerings that cover a body of knowledge in a real estate valuation specialty. These programs allow participants to obtain educational competency in a property type or specialty area. These qualify for continuing education credits as well.


### GROUP EDUCATION

Multi-day courses and single-day seminars held on-site at your location for eight or more participants. Bring in our expert instructors to provide your staff with high-quality valuation education on any of our courses or topics. You determine the date, we provide the instructor and all materials. Some group training programming can be provided via webinars.


### NEW AND POPULAR EDUCATION

Our “New and Popular Education” category makes it easy to find our latest course additions and updates, as well as those courses most popular with Appraisal Institute learners. You can find courses under this category online at APPRAISALINSTITUTE.ORG/AIMHIGHER.


### SAMPLE TOPICS

- Basic Appraisal Principles
- Basic Appraisal Procedures
- General Appraiser Sales Comparison
- Advanced Concepts
- Quantitative Analysis
- Case Studies – General and Residential Review
- FHA Appraising
- Green Properties
- USPAP Updates
- Conservation Easements
- Land Valuation
- Marketability
- Valuation of Sustainable Buildings
- Litigation
- Analysis for Valuation
- Valuation Fundamentals
- Commercial Appraisal Review
- Residential Analyst/Highest Best Use
- Appraisal Review and Lender Evaluation

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*Some AI educational programs may not be approved in every state. State approval information can be found at APPRAISALINSTITUTE.ORG/AIMHIGHER.

*The Appraisal Institute does not track your state continuing education requirements. To learn more about maintaining your continuing education requirements for your state certification or license, please contact your state regulatory agency and find Appraisal Institute programs that are approved in your state.

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