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## **AI professional development programs available - by Jacqueline Beauchaine**

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Appraisal Institute

To further help appraisers hone their skills; the Appraisal Institute offers professional development programs to real estate appraisers on cutting-edge, problematic, or advanced level topics. Topics for professional development programs cover a body of knowledge in a specialty allowing participants to obtain educational competency in a property type or specialty area.

Participants who are eligible, and who successfully complete a program, will be placed on the Program's Registry. Completion of a program shows potential clients and employers that participants have completed education and passed related course exams in the particular specialized topic.

Spotlight on the Litigation Professional Development Program: The Litigation Professional Development Program consists of three courses. The Appraiser as an Expert Witness: Preparation & Testimony; Litigation Appraising: Specialized Topics and Applications; and Condemnation Appraising: Principles & Applications.

The Appraiser as an Expert Witness: Preparation & Testimony: This two-day course introduces the basic concepts and strategies needed to engage in litigation valuation. It explores the scope of activities appraisers can expect in a legal action, including assessing the status of a case, developing a USPAP-compliant appraisal without preparing a written report, and understanding legal terminology and jargon. The course addresses how litigation assignments differ from lender assignments and how to market appraisal services to litigation clients. Participants work in small groups to practice effective deposition and direct testimony techniques and a mock trial with a residential case study gives them the opportunity to experience a realistic courtroom environment in which to polish their skills.

Upon completion of the course, participants should be able to:

- Describe the general process of a lawsuit involving real property valuation
- Understand the mechanics and strategies of a deposition and direct testimony
- Understand the requirements to successfully communicate and defend an opinion of value in a courtroom setting

Litigation Appraising: Specialized Topics and Applications: This two-day course provides an overview of business opportunities in specialized types of litigation other than eminent domain in which the valuation of real estate is frequently an issue. Examples of topics covered include environmental contamination, ad valorem tax assessments, construction defects, bankruptcies, fraud and misrepresentation cases, income and estate tax disputes, and divorces. Through problem-solving activities, participants will apply new concepts and address how to best handle valuation and reporting issues in a professional legal setting. Participants will gain an understanding of the terminology and concepts involved in litigation valuation services in specialty areas, and will learn about the many opportunities available for expanding their practices in litigation valuation.

Upon completion of the course, participants should be able to:

- Understand how to advocate the use of a particular valuation methodology without advocating the position of a particular litigant;
- Identify issues related to preparing appraisals for litigation assignments involving bankruptcy, tax appeals, environmental issues, fraud, construction defects, etc.; and
- Plan and develop effective exhibits and other demonstrative evidence.

Condemnation Appraising: Principles & Applications: In this 3-day course gain an understanding of the eminent domain process, rules, and regulations governing condemnation appraisals, and important issues unique to this appraisal specialty. Acquire the tools to address issues such as the valuation rules used by different jurisdictions, identification and valuation of the larger parcel, and the estimation of damages and benefits. Examine advanced applications of appraisal techniques and problem solving in condemnation cases. Participants will discover how courts view various appraisal methodologies. Case studies are presented to reinforce the application of condemnation appraisal principles. Note: this 3-day course combines the previous basic and advanced condemnation courses: Condemnation Appraising: Basic Principles & Applications and Condemnation Appraising: Advanced Principles & Applications.

Upon completion of the course, participants should be able to:

- Recognize attorney/appraiser relations and the appraiser's role;
- Understand how property rights and land-use regulations impact the condemnation appraisal process;

- Determine which property to appraise in a condemnation appraisal;
- Understand public projects and their impact on the subject property;
- Perform competent and admissible appraisals;
- Recognize the appraiser's role in inverse condemnation actions;
- Describe the appraiser's role as a consultant to legal counsel; and
- Understand the valuation concepts and rules of law and procedure typically used in a condemnation valuation jury trial.

The CT Chapter of the Appraisal Institute will be offering The Appraiser as an Expert Witness: Preparation & Testimony on April 29 & 30 at the Courtyard by Marriott in Orange, CT.

Please visit the CT Chapter website at [www.ai-ct.org](http://www.ai-ct.org) for details and registration. For additional questions, you may contact the Chapter office at 860-482-9992 or [connecticut\\_chapte@sbcglobal.net](mailto:connecticut_chapte@sbcglobal.net).

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