

Offerings are presented virtually via Zoom; some are in-person. Please register accordingly. Students must have computer, webcam & microphone capability to participate & receive CE credit. The platform will be interactive and live. The instructor must be able to physically see and interact with all students and students must be able to see and interact with the instructor. A copy of your driver's license must be emailed to the Chapter office as verification after you have registered for the offering prior to the offering start date. You will receive a separate email from the Chapter Office with log-in/access information. You do not need a paid account from ZOOM to participate. If you are using your Ipad/Iphone/smartphone download the ZOOM app prior to offering. Check your webcam privacy settings on your computer. Contact lisamayweiss@hotmail.com with questions.

7-Hour National USPAP Continuing Education Course Monday, September 23, 2024

Check in begins at 8:30am; CLASS RUNS FROM 8:45am – 4:15pm
(30 minute lunch; food not included)

Instructor: **Craig Steinley, MAI, SRA, AI-GRS, AI-RRS**

In person location: **REIN building, Virginia Beach**

This required 7-hour continuing education course, copyrighted by The Appraisal Foundation, focuses on USPAP requirements for ethical behavior and competent performance by appraisers. New case studies and tools are provided to help you learn how to better navigate USPAP in order to solve problems in your daily appraisal practice, and a USPAP Reference Manual is included with the course handbook. The topic of bias and appraisal practice will be covered using Advisory Opinion 16 showing how an appraiser can comply with USPAP as it relates to fair housing laws. The course will help you gain competency in USPAP, and it will help those subject to state licensing or certification and continuing education requirements imposed by professional organizations, client groups, or employers gain competency as well. NOTE: Appraisers must successfully complete the 7-Hour National USPAP Continuing Education Course every 2 years to meet the USPAP continuing education requirement.

Registration includes course materials (not the USPAP Manual from the Appraisal Foundation). **When you register for the course the default is to download the course material. If you want hardcopy you have to select that option; there will be an extra fee.**

This material is required for the course, but it is not the USPAP Manual, it is the student handbook for the class. You are required to have this material in class, hardcopy or downloaded on a computer.



Business Practices and Ethics 6 CE hrs Tuesday, September 24, 2024

Check in begins at 9:00 am; CLASS RUNS FROM 9:30am – 4pm
(30 minute lunch; food included)

Instructor: **Robert Duke, MAI, AI-GRS**

In person location: **Virginia Air & Space Museum, Hampton**

This important course provides information about standards and ethics requirements for valuers in general and, more specifically, for valuers who belong to the Appraisal Institute. Through discussion questions and examples, you'll identify behavior and actions that illustrate violations of the Code of Professional Ethics, and you'll learn how referrals can be made. You'll get an introduction to the Appraisal Institute Guide Notes to the Standards of Professional Practice and see how the Guide Notes can be used to resolve everyday appraisal practice problems. Finally, you'll learn about common errors in appraisal reports and review reports, and they respond to questions about challenges that arise in appraisal practice such as requests for updates and requests to change or add intended users. The content emphasizes:

- Business practices issues, such as how to respond to seemingly unreasonable requests, how to address client pressure, and how to approach a complex assignment
- Which standards apply to Appraisal Institute Designated Members, Candidates for Designation, Practicing Affiliates, and Affiliates, and when they apply
- The key principles of the Standards of Valuation Practice
- How to identify and avoid behavior that violates the Standards of Valuation Practice
- The correct way to use the Appraisal Institute designations, emblems, and logo
- Understanding of the Appraisal Institute enforcement process



These seminars are offered both in-person and on Zoom. Once you register for either in person or the virtual option, you cannot switch! For those attending in person, lunch is not included with USPAP; there will be snacks for both breakfast and late afternoon. Lunch is included for BP&E. Any & all cancellations are subject to an admin fee. No credit/refunds for cancellations made on or after 7 days prior to class. No credit/refunds for no-shows.

USPAP (September 23) \$225 member/\$235 non-member **ZOOM**
<https://www.appraisalinstitute.org/education/search/2024-2025-7-hour-national-uspap-update-course/523868>

USPAP (September 23) \$225 member/\$235 non-member **IN PERSON**
(REIN building, 4575 Bonney Rd, Virginia Beach)
<https://www.appraisalinstitute.org/education/search/2024-2025-7-hour-national-uspap-update-course/523867>

Business Practices and Ethics (September 24) \$240 **ZOOM**
<https://www.appraisalinstitute.org/education/search/business-practices-and-ethics/523830>

Business Practices and Ethics (September 24) \$240 **IN PERSON**
(Virginia Air & Space Museum, 600 Settlers Landing Rd, Hampton)
<https://www.appraisalinstitute.org/education/search/business-practices-and-ethics/523829>

Q3 Chapter Meeting and Social!

Tuesday, September 24, 4:30pm – 7:30pm

The Vanguard Brewpub & Distillery, 504 N King St,
Hampton (within walking distance of the museum)

Includes heavy hors d'oeuvres; Cash Bar \$25

Separate registration is required for this event



Complimentary registrations are available for potential members;

email LisaMay.Weiss@appraisalinstitute.org for more information on this opportunity!

https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=EE13B02F-7563-4460-80C1-3F81917759FC

Hampton Roads Real Estate Symposium 2024

Presented by Hampton Roads Chapter of the Appraisal Institute & Hampton Roads REALTORS® Assoc.

Tuesday, October 22, 2024 8:30AM – 4:30PM (7 CE hours)

(Check in starts at 8AM; continental breakfast and one hour lunch included)

HRRA Building, 638 Independence Parkway, Suite 100, Chesapeake, VA

Networking social immediately follows the seminar

MEMBER FLASH SALE! Register by October 1 — \$49 After 10/1: \$59 (Non-member pricing: \$99)

To register: <https://www.appraisalinstitute.org/education/search/hampton-roads-real-estate-symposium-2024-c-hamprd/523912>

SAVE THE DATE: Q4 Seminar and Chapter Dinner Meeting – November 19

All news can be found on the chapter website: www.hrai.org

Questions? Email: LisaMay.Weiss@appraisalinstitute.org Call: 856.415.0281