



**Virginia Commonwealth  
Chapter**

# June 2022 Events

*Both seminars will be held at the LaQuinta Inn & Suites – Richmond-Midlothian, (Chesterfield Room) Chesterfield Towne Center, 1301 Huguenot Rd, Midlothian, VA 23113 (804) 302-0195*

## **Inconsistency: it's Hiding in Plain Sight in Your (commercial) Appraisal**

**7 CE hrs Monday, June 6, 2022**

**Check in begins at 8:15am; class starts at 8:30am Instructor: Vince Dowling, MAI, SRA**

**NEW SEMINAR!** Appraisals or reviews of the most experienced appraisers can have inconsistencies in data, analysis, and reporting. This fast-paced and thought-provoking seminar focuses on significant inconsistencies that can have a major impact on the credibility of the appraiser as well as the value opinion. It will bring to light inconsistencies that can affect any part of the appraisal process including the definition of market value, highest and best use, the three approaches, functional and external obsolescence, and reconciliation. Eye-opening discussions and practical problems (including ag problems) will keep you interested and engaged throughout the day. Objectives:

- Recognize inconsistencies with the definition of market value and the need to stay consistent with the type of value opinion developed.
- Understand how the highest and best use decision drives the remainder of the appraisal process and how to stay consistent with highest and best use.
- Realize the need for consistency within and between the three approaches to value.
- Determine what constitutes functional and external obsolescence and how to maintain consistency with both in all three approaches.
- Complete a thorough, meaningful, and consistent reconciliation.

## **Getting it Right from the Start: A Workout Plan for Your Scope of Work**

**7 CE hrs Tuesday, June 7, 2022**

**Check in begins at 8:15am; class starts at 8:30am Instructor: Vince Dowling, MAI, SRA**

**NEW SEMINAR!** The scope of work decision is the most critical one you will make in the development of an appraisal. After identifying the key elements of the assignment, you decide what needs to be done to arrive at assignment results that address the needs of the intended users of the appraisal. This seminar will help you become familiar with the broad range of services that you can offer under USPAP and give you practice determining the appropriate scope of work for various types of assignments. Return to your office with greater confidence when making scope of work decisions. Objectives:

- Understand the evolution of scope of work in USPAP and the level of flexibility it provides in today's appraisal assignments.
- Recognize the parameters that define an assignment and know how to identify the client's problem to be solved.
- Demonstrate understanding of the numerous ways the appraisal process can be carried out in assignments.
- Understand why disclosure of the selected scope of work is necessary.
- Write clear, concise, and accurate scope of work statements for assignments.
- Understand from examples how a broad variety of services are allowed under USPAP.

---

**When you register, either choose to download the materials or have them shipped directly to you.** Make sure you have downloaded class materials PRIOR to class. If you order (and ship) printed materials to you, make sure they arrive 1 week prior to class. Contact the national office if there are any issues at least one week before class. You will get an hour for lunch; no food/drink is included (but the hotel does offer a complimentary breakfast!) Any & all

cancellations are subject to an admin fee. No credit/refunds for cancellations made on or after 10 days prior to class. No credit/refunds for no-shows. Our cancellation policy is stated on the registration portal.

**Registration Fee: Inconsistency (June 6)**

\$195 member/\$220 non-member

[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg\\_evt\\_key=4ED1F447-3954-44A4-B21D-6F4BC2C6E4D9&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=4ED1F447-3954-44A4-B21D-6F4BC2C6E4D9&goback=0)

**Registration Fee: Scope of Work (June 7)**

\$195 member/\$220 non-member

[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg\\_evt\\_key=51C0317C-F534-4FAB-A885-D525DE243375&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=51C0317C-F534-4FAB-A885-D525DE243375&goback=0)

*(Remember, these fees do not include printed materials.)*

**DISCOUNT AVAILABLE WHEN REGISTERING FOR BOTH SEMINARS!** If you will attend both seminars, use the discount code **NQCX520815** when registering for the Scope of Work seminar. That will give you a **\$20 discount** for attending both days! (Please don't use the discount if only attending for one day... it'll be a paperwork nightmare!)

**All educational offerings with the VCCAI Chapter can be found on the chapter website: [www.vccai.org](http://www.vccai.org)**

Questions? Email: [lismayweiss@hotmail.com](mailto:lismayweiss@hotmail.com) Call: 856.415.0281

---

# CHAPTER DINNER MEETING

**Monday, June 6** Social time starts at 6pm; Dinner seating is at 6:30pm

**MAGGIANO'S**  
# LITTLE ITALY #

**Short Pump Town Center, 11800 W. Broad St., Richmond, VA 23233**

*This event is a WELCOME BACK celebration for the VCCAI!*

*Join us as we begin our NORMAL meeting routine once again.*

*Since this is a "party" please join us as our guest; there is **NO CHARGE** to attend, but you **MUST** be pre-registered by June 1st.*

*Seats are limited, but please help us fill the room!*

Dinner includes:

Family Style Dinner (appetizers, salad, pasta, entrees, dessert, beverages)

One drink ticket per person; cash bar thereafter

*To register, please use the following link:*

[https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg\\_evt\\_key=38D29117-CFF0-459A-BA9E-F46AEBE44C02&goback=0](https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=EventInfo&Reg_evt_key=38D29117-CFF0-459A-BA9E-F46AEBE44C02&goback=0)