



Iowa Chapter of Appraisal Institute

www.aiofiowa.org

Wayne J. Hennessey, Executive Director
4287 Panorama Drive ----Panora, IA 50216
Cell Phone – 515-971-5285
iachap@netins.net

THE IOWA CHAPTER OF THE APPRAISAL INSTITUTE PRESENTS

OFFICE BUILDING VALUATION: A CONTEMPORARY PERSPECTIVE

In this seminar, you will learn about the unique terminology, concepts, principles, and analytical techniques related to the proper valuation of office buildings. Special emphasis is given to the income capitalization approach and the complexities of valuing multi-tenant properties.

The seminar begins with a review of the attributes of different types of office buildings, important inspection issues, and industry measurement criteria. This is followed by an in-depth examination of the income capitalization approach by investigating alternative lease types; proper methods for forecasting office rents, vacancies, and operating expenses; and appropriate techniques for selecting capitalization rates and discount rates. A case study reinforces these concepts. The seminar concludes by examining important issues in the sales comparison approach, cost approach, and final reconciliation that relate to office valuations.

THE INSTRUCTOR – VINCENT M. DOWLING, MAI, SRPA, MRICS, M.Ed

As president of Dowling & Associates, a diversified real estate appraising and consulting firm, Mr. Dowling has been engaged in real estate practices since 1977 with a concentration in valuation, evaluation, counseling, feasibility, and financial analyses. Appraisals have been completed on commercial, health care, industrial, office, retail, residential development, and special purpose properties including mineral and landfill, and cemetery valuations.

The focus of his work has been to assist users of appraisal services in making informed decisions. Clients have included attorneys and legal firms; academic institutions; local, regional, and national corporations; a wide range of lending institutions; financial companies and mortgage banking firms; health care institutions; secondary lending agencies, as well as various county and national governmental agencies. Court testimony has been rendered as an expert witness on various trial levels including eminent domain and bankruptcy proceedings.

Mr. Dowling's professional credentials include the MAI and SRA designations from the Appraisal Institute, and the MRICS designation from the Royal Institution of Chartered Surveyors.

The education division of Dowling & Associates is Corporate Educators. As its principal, Mr. Dowling has taught within the general real estate field since 1984. His teaching credentials include Master Degrees from Temple University in Adult Education and in Psycho Educational Process. Mr. Dowling has taught a wide range of appraisal programs for Penn State University, Delaware University, Philadelphia Community College, and local proprietary schools. He has taught for the American Institute of Real Estate Appraisers and the Society of Real Estate Appraisers, which later merged into the Appraisal Institute. He is also an Approved Appraisal Foundation instructor.

Appraisal programs have been presented consistently on a national basis, as well as Canada and the Commonwealth of Puerto Rico. Mr. Dowling is among the select cadre of instructors to teach internationally for the Appraisal Institute. He has taught in Seoul, South Korea and was privileged to be invited to teach in the People's Republic of China.

ADDITIONAL INFORMATION

LOCATION:

- **Thursday, June 5, 2008** - Best Western SteepleGate Inn, 100 West 76th Street, Davenport, Iowa 52806
- **Friday, June 6, 2008** – Botanical Center, 909 Robert D. Ray Drive, Des Moines, Iowa

FEE:

- Appraisal Institute Member \$125
- Non-Member \$165

CLASS REGISTRATION DEADLINE:

- May 31, 2008 – Please read *Cancellation Policy*

CLASS SCHEDULE:

- **Registration:** 8:00 A.M. to 8:30 A.M.(Lunch included with seminar fee).
- **Class Sessions:** 8:30 A.M. to 4:30 P.M.
- **Lunch** from 12 Noon to 1:00 P.M.

ATTENDANCE: The Appraisal Institute enforces attendance requirements mandated by State licensing and certification regulatory agencies.

CLASS MAXIMUM ENROLLMENT: 60 Students

CONTINUE EDUCATION CREDIT:

Seven (7) hours of continuing education credits have been approved for license and appraisal certification in Iowa.

Seven (7) hours of continuing education credits have been approved for license and appraisal certification renewal in Illinois.

Seven (7) hours of continuing education credits have been approved by the Appraisal Institute.

Seven (7) hours of continuing education credits have been approved by the Iowa Real Estate Commission for realtors.

Seven (7) hours of continuing education credits have been approved for the Assessors in Iowa.

STUDENT LEVEL: Appraisers, Assessors and Realtors

*****ON-LINE REGISTRATION*****

The National Chapter of the Appraisal Institute and the Iowa Chapter have set up an “On-line Registration System” for students to sign up for seminars and appraisal courses. This system was created to improve overall efficiency in delivery of all the education programs. **CURRENTLY, THE PROGRAM IS SETUP TO ACCEPT CREDIT CARD REGISTRATIONS ONLY. AT THIS TIME, THE PROGRAM IS NOT DESIGNED TO ACCEPT CHECKS.** Students **must register themselves on-line**. The seminar materials will be sent directly to the student before the program begins. To register on-line go to the Iowa Chapter’s website (www.aiofiowa.org), tab *Education Offerings & Seminars* (located on the left side of the screen) and click *Courses/Seminar Details and On-line Registration* (in the color blue). Follow instructions and proceed to register. **Please remember to file your user name and password** because this will be used whenever registering for other educational programs. If you need assistance, please call Wayne Hennessey (515-971-5285) for help.

DISCLAIMER

Cancellation Policy

- Up to 14 days prior to program start date, \$25 cancellation fee
- 2 – 13 days prior to program start date, \$75.00 cancellation fee
- Less than 2 days prior to program start date, forfeit of payment, unless a student replacement is provided.

Program Material Policy

Beginning four (4) weeks before the offering start date, program material will be shipped by the Appraisal Institute directly to the student. If this material has been shipped and you request a registration cancellation, a call tag will be issued for the return of this material. A registration refund will not be issued until the material has been returned.

Program materials will be **shipped directly to the student**. If you do not receive your materials within five (5) days before the offering start date, please call the sponsor (Iowa Chapter-Wayne Hennessey) to inform him. *Please be aware that material direct-ship stops ten (10) business days before the class starts (May 22nd for Davenport and May 23rd for Des Moines). Anyone who registers after ten (10) days and before the cutoff date will pick up their materials onsite in the classroom.*

EDUCATION SCHEDULE - 2008

Date	Location (Seminars	Hours	Sponsor	Tuition
06/17/08	Davenport, IA	Effective Report Writing	7	Iowa Chapter of Appraisal Institute	AI Members - \$115 Non-Members - \$165
06/18/08	Des Moines, IA	Effective Report Writing	7	Iowa Chapter of Appraisal Institute	AI Members - \$115 Non-Members - \$165
06/20/08	Sioux City, IA	Effective Report Writing	7	Iowa Chapter of Appraisal Institute	AI Members - \$115 Non-Members - \$165
06/23/08	Clear Lake, IA	Effective Report Writing	7	Iowa Chapter of Appraisal Institute	AI Members - \$115 Non-Members - \$165
06/24/08	Des Moines, IA	Effective Report Writing	7	Iowa Chapter of Appraisal Institute	AI Members - \$115 Non-Members - \$165
07/16/08 thru 07/19/08	West Des Moines, IA	General Market Analysis and Highest & Best Use	30	Iowa Chapter of Appraisal Institute	AI Members - \$450 Non-Members - \$525
08/13/08 thru 08/16/08	Clive, IA	Basic Appraisal Principles	30	Iowa Chapter of Appraisal Institute	AI Members - \$450 Non-Members - \$525
08/20/08 thru 08/23/08	Clive, IA	Basic Appraisal Procedures	30	Iowa Chapter of Appraisal Institute	AI Members - \$450 Non-Members - \$525
09/19/08	Cedar Rapids, IA	Forecasting Revenue	7	Iowa Chapter of Appraisal Institute	AI Members - \$125 Non-Members - \$165
10/17/08 thru 10/18/08	Clive, IA	Nat'l USPAP	15 hrs	Iowa Chapter of Appraisal Institute	AI Members - \$225 Non-Members - \$275

For more information on the programs listed on this page, please refer to the Iowa Chapter web site. If you have questions, please contact Wayne Hennessey at iachap@netins.net or call 515-971-5285 (cell phone).

CHECK OUT OUR WEB SITE FOR CURRENT INFORMATION ON THE IOWA CHAPTER

www.aiofiowa.org

The following form is to be used by those *unable to enroll by credit card only*.

Office Building Valuation: A Contemporary Perspective

Mail your check to Wayne Hennessey, c/o Iowa Chapter of Appraisal Institute, 4287 Panorama Drive, Panora, IA 50216, and he will enroll you. The class **materials will be mailed directly to you. Please note the above deadlines still apply.**

Status (Check all that applies)

MAI SRA SRPA RM AI Associate AI Affiliate Other

SITE: Davenport Des Moines

First Name, Middle Name, Last Name, Suffix (Jr., Sr.)

Company

Business Address

Home Address

City

State/Zip

Certificate Mailing Address

Shipping Address

E-Mail Address

Business Phone

Home Phone

Cell Phone

Fax

Appraisal Institute No.

State License – Many states require us to provide state license information to them before they will grant continuing education credit to a student. **If you wish to receive state continuing education credit, enter the information below.** Please note that the student is responsible for mailing the state certificate to the state, if required.

Illinois Disclosure - *Courses approved under the Current AQB Criteria are/may not be valid for appraisal licensure after 1/1/2008. Candidates for licensure taking these courses must have completed their application including the appraisal experience requirement and passed the appraisal test prior to 1/1/2008 for these courses to be valid for licensure. (Illinois Department of Financial & Professional Regulation)*

Please note: The state of Florida requires that any individual who wants to receive post-licensure or pre-licensure/qualifying education credit must take the extended Florida exam. **I want to receive Florida post-licensure or pre-licensure/qualifying education for this program.**

Show More States

State	License Number	Type	Expiration Date (mm/dd/yy)
-------	----------------	------	----------------------------

--	--	--	--

--	--	--	--

--	--	--	--

--	--	--	--

--	--	--	--

Check No.

Check Amount

As stated above, the following form is to be used by those unable to enroll by credit card only.