

## WHAT CLIENTS WOULD LIKE THEIR APPRAISERS TO KNOW

### SEMINAR DESCRIPTION

Many times appraisers do not receive feedback from their clients after they complete the report. Did the report meet, exceed, or fall short of their expectations?

By attending this seminar, you will hear what bothers clients most about appraisal reports, and the analysis and items many appraisers typically miss. Hear what your clients do not tell you...and why they do not rehire you. We asked the Appraisal Institute's Client Advisory Committee to provide us with examples of the most problematic issues they face when reviewing appraisals. Explore all those issues and gain specific insights into areas where your reports might be lacking.

Learn the best practices to use when performing valuation assignments. You will be able to reach a mutually beneficial course of action that will lead to repeat assignments. Major areas that cause concern to clients will be addressed, including client regulatory needs, legal descriptions, easement language, appraisal report exhibits, special issues related to vacant land, sensitivity of DCF inputs and more. After this seminar, you will better meet your client's needs and prepare reports that are logical, thorough, and accurate.

## ABOUT THE INSTRUCTOR

**Larry T. Wright** is vice-president of Stanfield & Associates, a real property appraisal and consulting firm with offices located in Houston, Texas. Mr. Wright has appraised all types of properties. He has testified as an expert witness in the valuation of real property in civil courts; Special Commissioners Courts in Harris, Fort Bend, and Montgomery Counties; Federal Bankruptcy Court; Federal District Court; and State District Court. He has appeared as a market analyst before the Texas Water Rights Commission in connection with the formation of a Municipal Utility District. The scope of assignments he completed include market studies, marketability studies, appraisals of single-family and multifamily residential properties, farms and ranches, industrial properties, office buildings, shopping centers, and other income-producing properties. He has instructed at the University of Houston in appraising real property, and lectured at the Houston Community College and various other proprietary schools. Recent seminars co-authored by Mr. Wright include *"What Clients Would Like Their Appraisers to Know: How to Meet Client Expectations"* and *Market Analysis and the Site to Do Business, A Powerful Combination"*.

## EDUCATION CREDIT INFORMATION

Seven (7) hours of continuing education credits have been granted for license and appraisal certification renewal in Iowa and Illinois, plus seven (7) hours of continuing education credits with the Appraisal Institute. Seven (7) hours of

continuing education credit has been approved for realtors in Iowa and assessors in Iowa.

Call, fax, or email the **Iowa Chapter** of the Appraisal Institute office, if you have any questions.

(Phone/Fax

641-439-2349)

(Email

iachap@netins.net)

## SCHEDULE

Registration	8:00 A.M. to 8:30 A.M.
Seminar	8:30 A.M. to 4:30 P.M.
Lunch (included)	12 Noon to 1:00 P.M.

---

---

## WHAT CLIENTS WOULD LIKE THEIR APPRAISERS TO KNOW

**June 8, 2006 – Davenport, IA**

**June 9, 2006 – Des Moines, IA**

---

---

## UPCOMING EVENTS

### MARKET ANALYSIS AND THE SITE TO DO BUSINESS

**7 HOURS**

Cedar Rapids, IA – September 15, 2006

**NOVEMBERFEST IV  
LOCAL ISSUES – 5 HOURS**  
Amana, IA – November 17, 2006



**Appraisal  
Institute®**

*Professionals Providing  
Real Estate Solutions*

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

[www.aiofiowa.org](http://www.aiofiowa.org)

