



Wisconsin Chapter  
ASFMRA  
7310 Farmington Way  
Madison, WI 5317

*7 hours of Appraisal Continuing Education  
have been requested for this seminar in the states of  
Wisconsin, Iowa, Illinois, Minnesota and Indiana*



## **Appraisals through the Eyes of a Reviewer: an Appraisal Continuing Ed Seminar**

**Tuesday, October 21, 2008**

Sponsored by  
**the Wisconsin Chapter  
of the American Society of  
Farm Managers  
and Rural Appraisers**

Comfort Inn & Suites  
Exit 126, I-90/94/39  
5025 County Road V  
DeForest, WI  
(608) 846-9100

## **Appraisals through the Eyes of a Reviewer**

**Tuesday, October 21, 2008**

Does fear strike deep in your heart when you've completed an appraisal and it must undergo scrutiny by a review appraiser? Even if you've written what you think is a perfect appraisal report, what have you overlooked? What are the triggers that catch the appraisal reviewer's eye? If you understand what a reviewer is looking for, you can prepare a solid appraisal report that satisfies the requirements and makes you, your client and the reviewer happy.

This is a new one-day seminar for appraisers, with 7 hours of appraisal continuing education requested for Wisconsin, Illinois, Iowa, Minnesota and Indiana appraisers. All attendees will receive a course notebook. Meals and breaks are included with registration. Pre-registration is required!

Instructor Chris Greenwalt, ARA, RPRA is the National Appraiser for USDA/NRCS, stationed out of Washington, DC since 2005 and currently operating out of Greeley, CO. His primary focus is developing the appraisal and appraisal review process and approving appraisals for use in purchasing conservation easements around the country. Prior to this he was employed by USDA, Farm Service Agency in various credit and appraisal positions for over 20 years. Chris is a Certified USPAP Instructor and State Certified General Appraiser in Colorado and Wyoming. He served as an AQB Board Member in 2000-2006.

### **Seminar Schedule - October 21, 2008**

**7:30 - 8:00 a.m.** Registration

**8:00 - 8:15 a.m.** Welcome & Opening Remarks

**8:15 - 8:30 a.m.** Overview of Course

*please turn the page for more details.....*

**Seminar Schedule, continued.....**

**8:30 - 9:30 a.m.** Appraisal Reviewers:  
Who are they? What do they do and why?  
Reviewer qualifications  
Reviewer responsibilities

**9:30 - 10:00 a.m.** Beginning a review  
Appraisal Order  
Standards  
Special conditions  
Date of Value  
Legal requirements

**10:00 - 10:15 a.m.** Break

**10:15 - 11:00 a.m.** Conducting the review

**11:00 a.m. - 12:00 Noon** Common Errors

**12:00 Noon - 1 p.m.** Lunch

**1:00 - 3:00 p.m.** Common Errors  
Program will include time for significant  
class discussion and questions

**3:00 - 3:15 p.m.** Break

**3:15 - 4:00 p.m.** Common Errors/Wrap Up

**Cancellation and Transfer Policy  
for the Appraisal Seminar**

A fee of \$25 will apply for seminar cancellation requests received more than ten working days prior to the course, and \$50 if received 10 working days or less prior to the course. Registration fees are forfeited if a student does not appear for class. No charge for substitutions & transfers.

**What is the Wisconsin Chapter?**

The Wisconsin Chapter was formed in 1965 and is affiliated with the American Society of Farm Managers and Rural Appraisers, a national organization with more than 2,400 members. The Wisconsin Chapter is a not-for-profit organization. The purpose of the Chapter is to develop, improve, promote and advance, without profit to itself, the professions of farm management and rural appraisal.

For further information, contact:

Arlin Brannstrom, Secretary  
Wisconsin Chapter / ASFMRA  
7310 Farmington Way, Madison, WI 53717  
Phone: (608) 833-7989  
www.wcasfmra.org

**Registration Form  
Seminar: Appraisals through the Eyes of a  
Reviewer, 10/21/08  
and  
Wisconsin Chapter Fall Meeting, 10/22/08**

**Advance registration is required by Oct. 8.**  
You may register for one or both events.

**Registration Fees:** The registration fee for each day includes lunch and breaks.

<u>Event</u>	<u>ASFMRA Members</u>	<u>Non- Members</u>
Oct. 21 Appraisal Seminar	\$250	\$295

Oct. 22 Chapter Fall Mtg. \$40 \$60  
(First time, non-member guests may attend the Fall Chapter Meeting at the member rate.)

**Late registrations for Oct. 21 Appraisal Seminar**  
(postmarked after October 8, 2008) - **Add \$50**

Check the events you will attend:  
\_\_\_\_ "Appraisals through the Eyes of a Reviewer"  
Seminar on October 21  
\_\_\_\_ Wisconsin Chapter Fall Meeting, October 22

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Phone \_\_\_\_\_

E-Mail \_\_\_\_\_

Amount Enclosed: \$ \_\_\_\_\_

Make check payable to **WC/ASFMRA** and mail registration form by October 8, 2008 to:

**Arlin Brannstrom, Secretary  
Wisconsin Chapter / ASFMRA  
7310 Farmington Way  
Madison, WI 53717  
Phone: (608) 833-7989 Fax: (608) 833-1965**

**Coming Events**

**November 10-14, 2008 - ASFMRA Annual  
Meeting, San Antonio, TX.**  
For info, www.asfmra.org

**Wednesday, October 22, 2008  
Wisconsin Chapter Fall Meeting  
De Forest Comfort Inn & Suites**

For details, see meeting flyer or website  
www.wcasfmra.org

**Seminar/Meeting Location and Lodging Information**

The Appraisal Seminar on October 21 and the Fall Chapter Meeting on October 22 will both be held at the Comfort Inn & Suites, 5025 County Road V, DeForest, WI. The hotel is conveniently located just north of Madison (approximately seven miles north of the Dane County Regional Airport).

Driving to the hotel **from the South** on Interstate 90/94/39 - take Exit 126 and go west on V (left turn); hotel is located 1/4 mile on left. Driving to the hotel **from the North** on Interstate 90/94/39 - take Exit 126 and go west on V (right turn); hotel is located 1/4 mile on left.

Please make your own lodging reservations by calling directly to the hotel at (608) 846-9100. The room rate is \$79.00 per night, plus tax. Reserve early. The block of rooms will be released on October 6. Mention the Wisconsin Chapter/ASFMRA to obtain this rate.