



# Appraisals: A Two-Part Webinar Series

September 30 & October 1, 2010, 1:30-3:30 p.m.

## Part I September 30, 2010, 1:30-3:30 p.m.

### Appraisal Regulations Update

In November 2008, federal regulators jointly proposed new FIRREA Appraisal Guidelines to replace Guidelines last issued in 1994. As of late July 2010, regulators have not finalized new guidelines. However, there can be no doubt that current real estate and economic conditions are causing regulators to increase their attention to your appraisal compliance efforts. This new program provides an update on requirements and best practices to promote a safe and sound real estate collateral valuation program in your bank through: presentation of essential issues, required action steps, documentation suggestions and other guidance to facilitate your update efforts. Handout material will include information needed to understand and effectively deal with proposed requirements including checklists, regulator pronouncements and forms.

### Session Highlights

The proposed Guidelines are intended to update, clarify and replace the existing guidance, particularly with regard to:

- Independence of your bank's appraisal and evaluation programs;
- Minimum appraisal standards;
- Content of evaluations required for loans of \$250,000 or less;
- Appraisal review standards including automated valuation models;
- Monitoring and update valuations for your existing portfolio;
- Appraisal exemptions; and
- Evaluation alternatives.

## Part II October 1, 2010, 1:30-3:30 p.m.

### Appraisal Review: What, Why & How

Reviewing appraisal reports is an essential quality control function which must be separate from the bank's lending process. The goal is to ensure that credible, sound appraisals are communicated in logical, concise reports. A good appraisal goes beyond delivering the "right" property value - it also convinces readers that the conclusion is reasonable and reliable. The essence of appraisal review is to investigate, analyze, and verify the logic and procedures used in preparing an appraisal and make certain reports are competent and thorough and result in sound value opinions (part of risk management).

### Session Highlights

- The nature and process of appraisal and appraisal review;
- WHY appraisal review is not only required, but needed to confirm credibility of the value conclusion and the appraisal report;
- FIRREA, USPAP and banking regulations as related to appraisal quality;
- Frequent problems found by appraisal review;
- "Scope of work" as related to appraisal review;
- Understanding the uniqueness of each property and, therefore, each appraisal review;
- The three valuation methodologies (cost, comp sales, income) and common appraisal review issues with each;
- Documenting results of the appraisal and the appraisal review;
- Components of a quality appraisal; and
- Sample forms and checklists for immediate use.

### Audience

Bankers involved in real estate lending and administration and those responsible for appraisal review and compliance.

*CE Applied: 2.5 hrs./session CRCM/CLBB/CPB w/the ICB*

**Presenter** Bob Ullom, R.V. Ullom & Company

### What is a Webinar?

A webinar is an enhanced telephone seminar. The audio portion of the program is delivered by speaker phone. You may also view a corresponding PowerPoint presentation using a PC. No special hardware is needed. You may still participate by phone only. The program consists of 90 minutes instruction and 30 minutes live Q&A. Each webinar registration provides 1 connection to the live webinar, written materials and access to the Webinar Archive for 30 days following the broadcast. You may have unlimited listeners on your connection by speaker phone and PC. You will receive a PIN, written materials and instructions prior to the seminar. If you do not receive a confirmation at least 2 days prior to the event call 888-262-7701.

### What is a Webinar Archive?

A Webinar Archive is a live webinar that has been recorded and then streamed to your computer to watch at your convenience. The program can be viewed any time 24/7. You can watch a portion of the program, come back and pick up where you left off! You may also review the program at will if you need a refresher. Anyone at your branch may access the program from a computer using the login and password. When you purchase a webinar archive, you have unlimited access to the program for six months from the date of purchase.

Transmission, retransmission or republishing of the audio portion of the seminar is prohibited. Your registration entitles you to 1 connection at 1 location with permission to copy materials for participants. Complete one registration per location.

## Appraisals: A Two-Part Webinar Series

CE Applied: 2.5 hours CRCM/CLBB/CPB per session SW2-1212/SW2-1298

### Check all appropriate boxes Appraisal Regulations - September 30

Webinar/materials (live hookup)	<input type="checkbox"/> \$225	Nonmember	<input type="checkbox"/> \$275
On-Demand Webinar/materials*	<input type="checkbox"/> \$245	Nonmember	<input type="checkbox"/> \$295

### Check all appropriate boxes Appraisal Review - October 1

Webinar/materials (live hookup)	<input type="checkbox"/> \$225	Nonmember	<input type="checkbox"/> \$275
On-Demand Webinar/materials*	<input type="checkbox"/> \$245	Nonmember	<input type="checkbox"/> \$295

Name/Title \_\_\_\_\_

Bank \_\_\_\_\_

Street Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone/Fax \_\_\_\_\_

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

### Three Ways to Register:

Online: Visit [iowabankers.com](http://iowabankers.com) (Calendar of Events)  
Phone: Call 888-262-7701 with credit card information  
Mail: Bankers Ed, 5700 S. Mopac, #C310, Austin, TX 78749

**Late Registration:** Please register online when registering 2 days prior to the event (credit cards & e-Checks accepted). Call 888-262-7701 for help.

**Method of Payment (check one):** Check made payable to Bankers Ed

Discover Card     MasterCard     VISA     AMEX

Card Number \_\_\_\_\_

Security Code \_\_\_\_\_

Signature \_\_\_\_\_

Exp. Date \_\_\_\_\_

**Seminar Content Questions: Contact IBA education department at (800) 532-1423.**