

A Comprehensive Review of Appraisal Concepts[®]

a special offering by the
Chicago Chapter of the Appraisal Institute

The Chicago Chapter of the Appraisal Institute[®] is hosting a 6-day comprehensive review course. This review will be taught John H. Urubek, MAI, CCIM. Mr. Urubek is an award winning instructor and developer of this review.

Course Details

The first four days are designed to help attendees prepare for either the Appraisal Institute's[®] Comprehensive Exam or the National Certified General Exam. The last two days are intended just for those individuals seeking the MAI designation.

Schedule

Day 1	Wednesday	Fundamentals, Math & Statistics, General Market Analysis
Day 2	Thursday	General Market Analysis (<i>continued</i>), Highest and Best Use, Land Valuation & Cost Approach
Day 3	Friday	Sales Comparison & Basic Income Concepts **
Day 4	Saturday	Basic Income (<i>continued</i>) & Intermediate Income Concepts
	Sunday	No class
Day 5	Monday	Advanced Income Concepts
Day 6	Tuesday	Advanced Income Concepts, Diagnostics, and Problem Solving

*Daily 8:30 am to 4:30 pm with one hour for lunch
On the last day, the class will end between 2 and 3 pm*

**** Basic Income** *Sales Comparison will start Day 3. For those individuals who are primarily interested in the Income sessions, it is strongly encouraged that you attend the sales comparison session. Sales comparison utilizes several income techniques to quantify property rights adjustments. There isn't enough time to repeat these income techniques and they are **crucial** to your success.*

Continuing Education

The first 4 days of this course was approved for 30 hours of continuing education in IL, MI, and NC. Indiana approved 28 hrs.

Course Dates & Location

Location	Chicago Chapter Educational Facility 205 W. Wacker, Suite 202 Chicago, IL 60606 312-616-9400
Dates	Feb 10-16, 2016 3rd Qtr - maybe

This course is intended to prepare those individuals who are dedicated to passing one of these two tests. For those preparing for the comprehensive exam to become an MAI, there is too much material to be effectively covered in six consecutive days, so there is a daylong break before advanced income concepts. **Mastery** of appraisal concepts, not economics, is the primary objective.

These exams do change. Hence, this course focuses on appraisal **concepts**, not questions on previous tests. If you understand concepts, the test may change but your likelihood of success remains the same.

In 2016, the Appraisal Institute is offering the Comprehensive Exam anytime during three month-long windows. The windows are April, August, and November.

Course Fee

\$595 First four days

\$795 All six days -or- just the last four days

*To attend the last two days on advanced income, you **must** attend the sessions on basic and intermediate income; **no** exceptions. To be successful, you must thoroughly comprehend basic and intermediate income to master advanced income concepts.*

Reservations & Payment

1. You must reserve a seat. To do so, send an email to the Mr. Urubek stating you wish to attend. Include your name, address, cell phone number, and which days you'll attend. Your seat will be reserved pending receipt of your payment.

2. Send an email, then make out a check and send it to.

John H. Urubek, MAI

8546 Thistlewood Ct.

Darien, IL 60561

cell 708.557.3662

jurubek@aol.com

(Sorry credit cards are not accepted at this time)

More Class Details

1. The course will be presented with a PowerPoint presentation. A white board will be used to answer student questions.
2. Each student will receive a complete handout of the PowerPoint in a 3-ring binder at the start of the course. Because the course content is constantly being updated and expanded, this binder will not be shipped before the course.
3. The binder contains exact replicas of approximately 1,500 PowerPoint slides organized in 16 sections. This enables students to focus on concepts while minimizing writing.
4. Materials You Need to bring
 - Financial calculator along with some knowledge how to use it.
 - Pens or pencils
 - Note pad
 - Highlighters

NOTE: *You do not need to use your computer during the course; only your brain and memory.*
5. This course will not review USPAP, which is a significant component of the National Certified General Exam.
6. Free refreshments will quench your thirst and keep your tummy from growling.

Disclosures

1. This course is not sponsored, developed, recommended, or approved by the Appraisal Institute[®] or any of its chapters.
2. The Appraisal Institute does not publish examination review materials.
3. This course has not been approved for continuing education in any state.
4. Attendance at the course does not guarantee or assure your success on any test.
5. There is no assurance that any problem, content, or concept contained in this student manual is part of any question on any examination.
6. There are no guarantees or warranties that the student manual is flawless

Testimonials

"Your class was a delight and one of the more informative classes I've ever taken"

Jeff Walters, MAI, Nov 2013 course attendee

Jeff was an MAI when he attended but chose to attend to fulfill the Appraisal Institute's continuing education requirement)

"Your classroom instruction was first-rate. Thank you for your discipline and clarity. I'm especially grateful for the organization of materials and effective presentation of appraisal concepts. Most importantly, the comprehensive review manual is simply an unparalleled resource. It provides a clear and organized presentation of concepts, review questions and solutions. The manual was key to my success and I found great value in its organization and scope during my 200 hours of post-classroom review."

Al Fisco, Mar 2015 course attendee

"I got my Comprehensive Exam results today and I passed all 4 modules on my first attempt. There is no way I would have been able to do that without your review course."

Andrew J. Richter, Nov 2013 course attendee

"My experience with the class was not only critical to my passing the comprehensive exam but, I consider the study guide to be my most important binder in my appraisal library. To my knowledge, nowhere is there such a nuts-and-bolts resource as the information and examples provided in the study guide. I used it almost exclusively when tackling the complex calculations required for my demonstration report requirement during my MAI designation process. That book is gold."

Michael Haeder, April 2014 course attendee

"Thanks for the class on the comp review. It was very well organized and helped me to understand and better prepare for the exam. It was an excellent class and I think money well spent. Other class mates said it was better than the other courses they had attended, and I agree. It was the only class I have attended that I was not in a hurry to leave"

Filo Coats, Nov 2012 course attendee

*"I just wanted to thank you for holding the exam study class. I just got news that I passed all three of the remaining modules of the **AI comp exam** that I needed to pass. Your approach is so different and so much easier to understand that it really helped me get through it."*

Vanessa Hall, Oct 2011 course attendee

Testimonials

*"Your review was excellent...the materials were organized, challenging and concise. Prior to taking your comp review course, I had failed the Income Approach Module twice on **AI's comp exam**, which was very frustrating. After attending your review course, I had the confidence and ability to win the battle of the Income Approach Module. I would highly recommend your review to anybody interested in passing the comp exam."*

Kelsey Malecha, Oct 2011 course attendee

*"Your comprehensive appraisal review course proved to be an excellent review of all courses which are required for the **Certified General** exam. Your teaching style was methodical and emphasized the student's mastery of concepts. I now view the course as an imperative and a value considering all the time, effort, and money, which I had invested. Upon completion of the course, I had the knowledge and confidence to pass the exam, and did so in August 2011."*

Nick L. Skladany, Jul 2011 course attendee

"John, I wanted to let you know that I was successful in passing all four modules of the comprehensive exam in my first sitting. I am reasonably sure that your course made that possible for me. In fact, there is no way in hell I would have passed without it."

Chris Walsh, Nov 2011 course attendee

*"Not only was John's "Comprehensive Review of Appraisal Concepts" course an excellent refresher for my preparations to take **AI's comprehensive exam**, it made me a better appraiser because it helped me to understand many concepts in ways that I had never grasped before. This is one of the most beneficial classes I've ever taken. I do not want to give the impression the class "teaches the test, because it doesn't. However, this class enabled me to pass all four modules on the first try."*

Chris Graham, Jan 2012 course attendee

*"I passed the **Certified General** Exam on my first attempt after taking John's prep class. This class condenses about eight A.I. classes (and 3,000 pages into about 300 pages) and brings the entire appraisal process together. It saves you the hassle of flipping through thousands of pages from your old course books, so it's well worth the money. The course handbook alone is worth the price of the class. I highly recommend this class. Great teacher also".*

Andy Keelon, Oct 2011 course attendee

- *Will your name be added to the next list of successful examinees?*
- *Former students have described this course as a tough boot camp. Are you up to the challenge?*
- *Over 350 appraisers have attended the course. What are you waiting for? Decide now to attend. Email Mr. Urubek today with your reservation.*