

# A Comprehensive Review of Appraisal Concepts<sup>®</sup>

offered by  
**John H. Urubek, MAI, CCIM**  
in Chicago, IL and Roanoke, VA

The Chicago Chapter and the Virginia Commonwealth Chapter of the Appraisal Institute<sup>®</sup> are hosting several offerings of a 4-day and 6-day comprehensive review. In 2017, this review will be taught several times by John H. Urubek, MAI, CCIM. Mr. Urubek is an award-winning instructor and developer of this very intensive review.

## Course Details

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

### Schedule - All Course Offerings

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
	<b>Sunday</b>	<b>No class</b>
Day 5	Monday	Advanced Income Concepts
Day 6	Tuesday	Advanced Income Concepts, Diagnostics and Problem Solving
Daily	8:30 am to 5.00 pm with one hour for lunch On the last day, the class will end between 2 and 3 pm	
** Basic Income	<i>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 <b>crucial</b> to your success.</i>	

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 2017, the Appraisal Institute is offering the Comprehensive Exam anytime during three month-long windows. The windows are April, August, and November.

## 2017 Course Dates

### **Chicago, IL**

Jan 11 - 17

Jul 12 - 18

### **Roanoke, VA**

Mar 08 - 14

May 31- Jun 6

Sep 13 - 19

## Course Fee

\$675 First four days

\$875 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.*

## Course Locations

### **Chicago, IL**

Chicago Chapter of the Appraisal Institute  
205 W. Wacker Dr, 2nd floor  
Chicago, IL 60606

### **Roanoke, VA**

Brambleton Corporate Center  
1st Floor Conference Room / Classroom  
3433 Brambleton Ave  
Roanoke, VA 24018

*This office building is about a 10-minute ride from the recommended Cambria Suites hotel*

## Recommended Hotel - Chicago

### **Holiday Inn Chicago Mart Plaza River North**

350 W Wolf Point Plaza  
Chicago, IL 60654

To reserve a room, call 312-529-1127  
Request to speak to Luis, then ask for the  
Chicago Chapter's group rate

In January 2017	\$ 99 / night
In July 2017	\$175 / night

*This Holiday Inn is in the heart of downtown Chicago along the Chicago River, and about a mile inland from Lake Michigan. The Chicago Chapter classroom is about a 500-yard, 8-minute walk. If you're interested, it's also within walking distance of a newer Trump Tower. Parking is expensive at \$35 or more per day.*

*Rooms are advertised to be upscale with 32-inch flat-screen TVs and desks, plus premium cable channels and coffeemakers. Free WiFi in every room, as well as a choice of hard and soft pillows. Suites add separate living spaces and minifridges.*

*The facility also offers an Asian-Italian fusion restaurant, an indoor pool and a fitness center, plus a 24-hour business center.*

*A wide variety of dining is within a few miles in all directions. The Magnificent Mile shopping district and recreation at Navy Pier are both about a mile distant. If you attend during July, don't miss one of the many architectural (and historical) boat tours along the Chicago River; it's extremely interesting.*

## Recommended Hotel - Roanoke

### **Cambria Suites**

301 Reserve Ave.  
Roanoke, VA 24016  
(540) 400-6226

*This is a great 8-year-old hotel that's an easy 10 minutes from the airport. It offers free shuttle service to / from the airport and the course site. Each room is a two-room mini-suite with a small refrigerator, microwave, nice desk-area, and two flat-screen TVs. Wifi access and great buffet breakfast are free. Other amenities include fitness center, indoor heated pool, large ground-floor lounge with bar and food service. For the money, you will not find anything better. Just call and ask for the **Appraisal Services group rate** at \$92 per night. For food, there are 5 to 6 nearby eateries offering a variety of foods at reasonable prices. You won't go hungry.*

*Cambria Suites is the only recommended hotel. There are others in Roanoke but none have the convenient location, quality, service with a smile, and many other conveniences at a sensible price. Mr. Urubek will be staying here, so you'll be able to converse with him and other classmates after class. At 6 pm, small groups gather in the lounge to decide where to dine.*

## Course 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
  - ) Company name
  - ) Address
  - ) Cell phone number
  - ) and which days you plan to attend.

Your seat will be reserved pending receipt of your payment.

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

**Urubek Enterprises, Inc.**

8546 Thistlewood Ct.

Darien, IL 60561

cell 708.557.3662

jurubek@aol.com

(Sorry credit cards are not accepted at this time. QuickPay is an acceptable, free service available via many lending institutions. You just need John's cell phone and email.

## 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. This course will not review USPAP, which is a significant component of the National Certified General Exam.
5. Materials You Need to bring
  - ) Financial calculator along with some knowledge how to use it.
  - ) Pens, pencils, and pote pad
  - ) Highlighters, if desired
  - ) Most importantly, a smile and a sense of humor

**NOTE:** You do **not** need a computer during class and it is not recommended. Your concentration on the course content is most important.
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 is approved for continuing education in IL, IN, MI, VA and NC.
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)*

*"I recently passed the certified general appraiser exam on my first attempt. Your review course and materials were my primary study resource and were invaluable, particularly the practice questions. Thanks for everything."*

Brian Masterson, Aug 2016 course attendee

*"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

## Testimonials

*"Mr. Urubek, I am glad to inform you that recently I pass the certified general test. If it weren't for your Comprehensive Review of Appraisal Concepts it would be almost impossible for me to pass this difficult test. I did everything you said that it was necessary to pass the test and it **payed off**."*

Ramón Sanfiorenzo, July 2015 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

*"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

## Testimonials

*"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?*
- *Around 400 appraisers have attended the course. What are you waiting for? Decide now to attend. Email Mr. Urubek today with your reservation.*