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Listed below are the IAAO courses, workshops and one-day forums I am currently qualified to instruct.

**IAAO Courses:**

IAAO 101 – Fundamentals of Real Property Appraisal  
IAAO 102 – Income Approach to Valuation  
IAAO 112 – Income Approach to Value (Contemporary Methods)  
IAAO 201 – Appraisal of Land  
IAAO 300 – Fundamentals of Mass Appraisal  
IAAO 400 – Assessment Administration  
IAAO 402 – Tax Policy

**IAAO Workshops:**

Workshop 100 – Understanding Real Property Appraisal  
Workshop 150 – Mathematics for Assessing Officials (Reviewed the update)  
Workshop 153 – Introduction to the Income Approach to Value  
Workshop 155 – Depreciation Analysis  
Workshop 158 – Highest & Best Use  
Workshop 162 – Marshall & Swift Cost Approach Residential  
Workshop 163 - Marshall & Swift Cost Approach Commercial  
Workshop 252 – Valuing Property Affected by Environmental Contamination  
Workshop 450 – Principles of Property Assessment  
Workshop 452 – Fundamentals of Assessment Ratio Studies  
Workshop 850 – CAE Case Study Review  
Workshop 851 – RES Case Study Review

**IAAO ODF (One-Day Forums):**

ODF #909 – The Appraisal of Commercial Properties in a Declining Market  
ODF #910 – Valuation of Convenience Stores  
ODF #911 – Valuation of Contaminated Properties  
ODF #917 – How to Critique an Appraisal (I co-authored)  
ODF #931 – Reading & Understanding Leases  
ODF #932 – Reconstructing Income & Expense Statements  
ODF #960 – Marshall Swift Residential – Square Foot Method  
ODF #962 – Marshall Swift Commercial – Square Foot Method

**Other Workshops and One-Days (I have authored or co-authored):**

How to be a Better Manager – 2 days  
Valuation of Manufactured Homes – 1 day  
Valuation of Unique & Challenging Homes– 1 day  
Collection, Interpretation and Model Building of Income & Expense Data – 1 or 2 day (2 day is preferred)  
Residential Quality, Condition & Effective Age – 1 or 2 day (2 day is preferred)  
Residential Data Collection – 1 or 2 day  
Public Relations & Customer Service – 1 day or ½ day  
Valuation of High-End & Difficult Residential Properties – 1 day  
Valuation of Residential Land – 1 day  
Valuing Commercial Properties in a Declining Market – 1 day  
Reconstructing Income & Expense Statements – 1 day  
The Art of Making a Powerful Presentation – 1 day  
How to Prepare and Presentation a Valuation Appeal – 1 day  
Valuation of Residential Green Buildings – 1 day  
Valuation of Commercial Green Buildings – 1 day  
AAS Case Study Review – 2 ½ day  
Valuation of Self Storage Properties – 1 day  
Valuation of Low End Residential Properties – 1 day  
Valuation of Lodging Properties – 1 day  
Valuation of Historic Properties – 1 day  
Valuation of Manufactured Home Parks – 1 day  
Valuation of Barndominiums – 1 day  
Appraising after a Disaster of in Traumatic Events – 1 day  
Valuation of Fast Food Restaurants – 1 day  
Development of Capitalization Rates – 1 day  
Valuation of Big Box Stores – 1 day  
Mass Appraisal Analysis & Benchmarks – 1 day  
Contamination & Valuation Issues – 1 day