

McKissock, LLC
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September 2024

Programs

Appraisal Continuing Education

McKissock, LLC Education offers both online and onsite appraisal continuing education courses. Online courses are available 24 hours a day, seven days a week from any computer with an internet connection. Onsite courses are held in various hotel facilities and convention centers. Potential customers may visit our website at www.mckissock.com and search by state and license type for a list of courses that will satisfy their specific continuing education requirements. Detailed course descriptions are available on our website.

Appraisal Continuing Education Online Courses

Product	Hours	Price
2026-2027 7-hour National USPAP Continuing Education Course - Stitching Course	7	279.00
4-hour National Valuation Bias and Fair Housing Laws and Regulations	4	119.00
7-hour National Valuation Bias and Fair Housing Laws and Regulations	7	149.00
A Paradigm Shift in Real Estate Appraisal Adjustments	4	119.00
Appraisal of Fast Food Facilities	7	149.00
Appraisal of Industrial and Flex Buildings	7	149.00
Appraisal of REO and Foreclosure Properties	7	149.00
Appraisal of Self-Storage Facilities	7	149.00
Appraising 2-4 Unit Residences	7	149.00
Appraising Special-Purpose Properties - Stitching Course	4	119.00
Appraising Today's Manufactured Homes	7	149.00
Commercial Land Valuation	4	119.00
Effects of COVID on Office Buildings, Tale of Six Cities	4	119.00
Expert Witness Testimony Basics for Appraisers	4	119.00
Green Building Concepts for Appraisers	7	149.00
GSE Appraisal Requirements and Guidelines	7	149.00
Introduction to Condemnation Appraisals with Case Studies - Stitching Course	4	119.00
Introduction to Farmland and Agricultural Appraisal - Stitching Course	7	149.00
Introduction to Right of Way Appraisals	7	149.00
Land and Site Valuation V3.11	7	149.00
Market Disturbances-Appraisals in Atypical Markets and Cycles	3	89.00
Navigating Desktop & Hybrid Appraisals	7	149.00
New Construction Essentials: Luxury Homes	3	89.00
Office Buildings Assessments and Appeals	7	149.00
Performing Divorce Appraisals	3	89.00
Performing Estate Appraisals	3	89.00
Relocation Appraisal and the ERC Form	6	129.00
Residential Appraisal Review and USPAP Compliance	7	149.00
Residential Construction and the Appraiser	7	149.00
Residential Property Inspection for Appraisers	7	149.00
Residential Property Measurement and ANSI Z765	4	119.00
Small Spaces, Big Impact-Appraising ADUs	3	89.00

Supervisor-Trainee Course for Alabama	4	119.00
That's a Violation - Stitching Course	4	119.00
The Appraisal Landscape of Rural Residential Properties	5	125.00
The Appraiser's Guide to the New URAR - Stitching Course	7	149.00
The FHA Handbook 4000.1 - MML	7	149.00
The Fundamentals of Appraising Luxury Homes	4	119.00
The Sales Comparison Approach	7	149.00
UAD 3.6: Inspection Workflow Wizardry - Stitching	5	125.00
Uncovering and Valuing Current Luxury Home Trends	2	65.00
Understanding Luxury Home Features	7	149.00
Uniform Appraisal Standards for Fed Land (Yellow Book)	14	525.00
VA Appraisal Requirements and Guidelines	7	149.00
Valuation of Residential Green Buildings	4	119.00
Valuation of Residential Solar - MML	3	89.00

Appraisal Continuing Education Webinar Courses

Product	Hours	Price
Live Webinar: 2026-2027 7-hour National USPAP Continuing Education Course	7	339.00
Live Webinar: 4-Hour National Valuation Bias and Fair Housing Laws and Regulations	4	129.00
Live Webinar: 7-Hour National Valuation Bias and Fair Housing Laws and Regulations	7	175.00
Live Webinar: Appraising Complex and Stigmatized Residential Properties	7	175.00
Live Webinar: Appraising Condominium Units	3	99.00
Live Webinar: Cracking the Code-Demystifying Desktop and Hybrid Appraisals	3	99.00
Live Webinar: Diversify Your Appraisal Practice with Estate Appraisals	3	99.00
Live Webinar: Diversify Your Practice with Assessment Appeals	4	129.00
Live Webinar: Focus on FHA Minimum Property Requirements	4	129.00
Live Webinar: Fundamentals of Expert Witness Testimony	4	129.00
Live Webinar: Land and Site Valuation	5	139.00
Live Webinar: Learning From the Mistakes of Others: Appraisal Disciplinary Case Studies	3	99.00
Live Webinar: Market Disturbances-Market Analysis in Atypical Markets and Cycles	4	129.00
Live Webinar: Mastering Residential Appraisal Review	4	129.00
Live Webinar: Measuring 1-4 Unit Residential Properties-with ANSI Z765 Standard	4	129.00
Live Webinar: Mortgage Fraud Insights-Case Studies for Appraisers	4	129.00
Live Webinar: Mortgage Lending Appraisal Requirements: Fannie Mae and Freddie Mac	7	175.00
Live Webinar: Navigating AI-Transformative Tools for Appraisers	4	129.00
Live Webinar: Navigating Essential Tools for Real Estate Appraisal	4	129.00
Live Webinar: New Construction Essentials: Luxury Homes	3	99.00
Live Webinar: REO Appraisal: Guidelines and Best Practices	4	129.00
Live Webinar: Residential Property Inspections: An Appraiser's Perspective	7	175.00
Live Webinar: Responding to a Reconsideration of Value (ROV)	3	99.00

Live Webinar: Sales Comparison Approach and the New URAR	3	99.00
Live Webinar: Scope of Work and the New URAR	4	129.00
Live Webinar: Supporting Adjustments: The Journey from Analysis to Adjusting	4	129.00
Live Webinar: The Appraiser's Guide to HUD Handbook 4000.1	7	175.00
Live Webinar: The Appraiser's Guide to the New URAR	7	175.00
Live Webinar: The Fundamentals of Appraising Luxury Homes	4	129.00
Live Webinar: Unlocking Valuation Conditions - Desktop & Hybrid Appraisals	4	129.00
Live Webinar: Using Appraisal Report Templates Responsibly	3	99.00
Live Webinar: Valuation of Residential Solar	3	99.00

Appraisal Continuing Education Onsite Courses

Product	Hours	Price
2026-2027 7-hour National USPAP Continuing Education Course	7	359.00
4-Hour National Valuation Bias and Fair Housing Laws and Regulations	4	125.00
7-Hour National Valuation Bias and Fair Housing Laws and Regulations	7	259.00
Appraising 2-4 Unit Residences	7	259.00
Appraising Complex and Stigmatized Residential Properties	7	259.00
Appraising REO Properties	4	125.00
Cracking the Code-Demystifying Desktop and Hybrid Appraisals	3	129.00
Diversify Your Appraisal Practice with Assessment Appeals	4	125.00
Fundamentals of Expert Witness Testimony	4	125.00
Learning From the Mistakes of Others: Appraisal Disciplinary Case Studies	3	129.00
Market Disturbances	4	125.00
Mastering Residential Appraisal Review	4	125.00
Mortgage Fraud Insights-Case Studies for Appraisers	4	125.00
Navigating AI-Transformative Tools for Appraisers	4	125.00
Navigating Essential Tools for Real Estate Appraisal	4	125.00
New Construction Essentials: Luxury Homes	3	129.00
Responding to a Reconsideration of Value (ROV)	3	129.00
Sales Comparison Approach and the New URAR	3	129.00
Scope of Work and the New URAR	4	169.00
Supporting Adjustments: The Journey from Analysis to Adjusting	4	125.00
The Appraiser's Guide to the New URAR	7	259.00
Unlocking Valuation Conditions - Desktop & Hybrid Appraisals	4	125.00
Using Appraisal Report Templates Responsibly	3	129.00
Valuation of Residential Solar	3	129.00

Appraisal Qualifying (Pre-Licensing) Education

McKissock, LLC Education offers online appraisal qualifying (pre-licensing) education courses. Online courses are available 24 hours a day, seven days a week from any computer with an internet connection. Potential customers may visit our website at www.mckissock.com and search by state and license type for a list of courses that will satisfy their specific qualifying (pre-licensing) education requirements. Detailed course descriptions are available on our website.

Appraisal Qualifying (Pre-Licensing) Education Online Courses

Product	Hours	Price
2024 15 hr National USPAP Course	15	379.00
8-hour National Valuation Bias and Fair Housing Laws and Regulations	8	195.00
Advanced Residential Applications and Case Studies	15	295.00
Appraisal Subject Matter Electives	20	295.00
Basic Appraisal Principles	30	460.00
Basic Appraisal Procedures	30	460.00
Commercial Appraisal Review - Subject Matter Elective	15	295.00
Expert Witness for Commercial Appraisers - Subject Matter Electives	15	295.00
General Appraiser Income Approach	60	819.00
General Appraiser Market Analysis Highest and Best Use	30	460.00
General Appraiser Sales Comparison Approach	30	460.00
General Appraiser Site Valuation and Cost Approach	30	460.00
General Report Writing & Case Studies	30	460.00
Residential Appraiser Site Valuation and Cost Approach	15	295.00
Residential Market Analysis and Highest & Best Use	15	295.00
Residential Report Writing and Case Studies	15	295.00
Residential Sales Comparison and Income Approaches	30	460.00
Statistics, Modeling and Finance	15	295.00

Appraisal Qualifying (Pre-Licensing) Education Webinar Courses

Product	Hours	Price
Live Webinar: 2024 15-hr National USPAP Course	15	465.00
Live Webinar: 8-Hour National Valuation Bias and Fair Housing Laws and Regulations	8	119.00
Live Webinar: Basic Appraisal Principles	30	610.00
Live Webinar: Basic Appraisal Principles	30	610.00
Live Webinar: Basic Appraisal Procedures	30	610.00
Live Webinar: Residential Sales Comparison and Income Approaches	30	450.00

General Information

Continuing Education Approval

McKissock, LLC Education has been approved to teach appraisal continuing education in all 50 states, as well as the US Virgin Islands. Additionally, McKissock, LLC Education has been approved to teach real estate continuing education and Pre-Licensing/Upgrading education courses in many of those states. A detailed list of which courses are approved in which states is available upon request.

Seminar Facilities

McKissock, LLC Education does not have a central location for instruction, but instead teaches throughout the country in various hotel facilities and convention centers. The location of the main office in which all records are kept is in Warren, PA. The sites chosen for instruction are selected on the basis of their accessibility and convenience, and the overall quality of the facility. These places of public assembly are in compliance with State guidelines.

Equipment Used

The instructors use LCD projectors and laptops, as well as a PowerPoint slide presentation designed specifically for each course, to facilitate teaching. Or, overhead projectors may be used with a slide presentation (instead of LCD projection units). Certain courses may also use computer equipment or other audio/visual equipment.

Entry Criteria/Prerequisites, Examinations (Continuing Education)

There are no restrictions as to who may attend any course given by McKissock, LLC Education. There are no prerequisites to any courses. The student must have an appraisal certification (or real estate certification, if applicable) if he or she wishes to receive continuing education credits. For all of McKissock's appraisal continuing education courses, there will be no formal graded exam at the conclusion of the course unless mandated by the particular requirements of a given state.

Entry Criteria/Prerequisites, Examinations (Pre-Licensing/Basic Education)

There are no restrictions as to who may attend any course given by McKissock, LLC Education. For all of McKissock's pre-licensing and upgrade education courses, there will be a closed book final exam at the conclusion of the course. The exam must be passed by a minimum of 70%, unless state law requires a higher passing score (80% for Nevada Real Estate, 85% in Maine, 90% in Iowa). If a person fails to pass the final exam, they may opt to retake an alternate exam. Upon the second failed attempt, they may opt to take the entire course again, at no additional charge.

Certificates of Completion

For On-Line Classes: Upon receiving the completed survey, a course completion certificate will be issued to the student indicating that the student has successfully completed the distance-learning course. Certificates of completion will be posted directly to the “My McKissock” account after the student has submitted the Course Evaluation form. As a back up to ensure the student receives the certificate, our database will recognize if a student has printed their certificate from the on-line account. If that has not happened, a certificate will be sent via email within 2-5 days. However, if the state the customer has requested credit in requires an original signature, then the certificate will be mailed to them within 2-5 business days.

For Classroom Classes: All certificates will be sent via email within 5-7 business days EXCEPT for the following states which require an original signature: New York (Appraisal & Real Estate), North Carolina (Appraisal & Real Estate), and West Virginia (Real Estate Only). If the customer is requesting credit for one of these states, then their certificate will be sent via standard mail delivery within 5-7 business days.

Textbooks/Handouts

The textbooks used for each course have been designed specifically for these courses. Course handouts include various materials that might interest the student (each handout is related to the course topic) or information, which the student will need in order to implement course instruction. Course textbooks and handouts are included in the registration fee for all appraisal and real estate continuing education classes. All students must possess a current copy of the Official USPAP Book for the National USPAP Update course, the National USPAP Update Equivalent course, or the National USPAP course.

Attendance Policy

McKissock, LLC Education adheres to the Appraiser Qualifications Board’s policy, which is attendance of each full classroom hour. A classroom hour is defined by the Appraiser Qualifications Board as 50 minutes out of every 60-minute hour. The states of AZ, CT, FL, KS, MS, DC, VT, TN, ME, SC, MN, MI, IA, OR, KS, NY, MA, NH, GA & TX require 100% attendance in order for the student to receive continuing and pre-licensing education credits. Attendance is monitored throughout the day with attendance sheets passed out after every break. Students will not receive certificates of completion for the course if the attendance requirements are not met to McKissock, LLC Education’s satisfaction.

Refund Policy

Students may receive a full refund from McKissock, LLC Education if not completely satisfied. If a student cancels at least one day before the course, he or she may receive a full refund, or may choose to make up the course in another location or on another date at no charge. If a student cancels within one day of the course or does not show up for a course, he or she or may make up the course in another location or on another date at no charge. The tuition and fees paid by the applicant shall be refunded if the applicant is rejected by the school before enrollment. An application fee of not more than \$25.00 may be retained by the school if the application is denied. All tuition and fees paid by the applicant shall be refunded if requested within 3 business days after signing a contract with the school or course completion. Refunds will not be issued after 3 business days.

Online Course Prerequisites, Records Retention and Software Requirements

Course Prerequisites:

There are no course prerequisites for our courses.

Records Retention:

Customer records are stored electronically perpetuity. State records (course applications, course approvals, etc) are maintained electronically as well as hard copy. All hard-copy records are kept for a minimum of 5 years at our main office location: 218 Liberty St., Warren, PA 16365.

Software Requirements:

Internet connection

Internet Explorer 6.0 or above OR Mozilla Firefox

Adobe Acrobat Reader for most courses

ADDITIONAL INFORMATION – CLASSROOM PRESENTATIONS

Additional Fees:

Official USPAP Book: \$100.00

System Requirements:

There are no system requirements specific to the students for our classroom courses.

Administrative Access:

There is no administrative access for our classroom courses.

Software Requirements:

While there are no software requirements for our classroom courses, we do recommend the students bring a financial calculator with them to class.

Distance Education Course Policies and Procedures

Registration:

A student may register for a free user account on our Virtual Classroom system to preview any of our online courses. At this time, they are required to create a username and password for the system, which will be used for all future online course transactions.

They may sample a predetermined number of chapters in each course prior to subscribing to the course, and the system is designed to keep track of their progress. To enroll in a course, the student may choose to pay by credit card; or they may opt to enroll by phone during normal business hours.

Examinations:

Continuing Education Courses:

Each course is divided into Chapters. Within each Chapter there are mini quizzes which require a passing score to proceed through the Chapter. Additionally, there are end of Chapter quizzes which require a passing score. The combination of the mini-quizzes and end of Chapter quizzes ensures the student's comprehension of the material. The quiz questions (in all cases) are randomly chosen from a database for that section of the course, so if a user does not pass the quiz, the program lets them go back to review the section and then generates another random sample of questions with the same completion requirement. This process helps to ensure that the student understands all the concepts covered in each section before continuing on to new material. At the end of the course, the student will be required to pass a cumulative final examination. They may review the course again and make a second attempt, but they will not get credit for the course until they successfully pass the exam. The same question bank methodology applies to the final examination.

Qualifying (Pre-License) Education Courses:

Each qualifying (pre-license) education course is set up the same as a standard continuing education course. However, if required by state (or federal) regulation, a live, proctored final examination may also be required for successful course completion. The proctored final examination must be passed with minimum score of 70% in most states (74% for the National USPAP Course in all states). Since this is a proctored examination, the passing score will be determined by each individual state regulatory agency's requirements but will never be less than 70%.

Support:

Questions regarding course content or technical issues may be submitted via email to McKissock or the course instructor using the conveniently located link on the left-hand Help Tab of each course or via the "Contact Us" tab at the top of each page of our website. Students may also call our 800-number during our regular business hours, as follows, to speak with a customer service representative.

Weekdays: 8:00am - 9:00pm (Eastern Time)

Weekends: 12:00 noon - 3:30pm (Eastern Time)

Interactivity:

Discussion boards, active links, interactive quizzes, exercises, case studies, and emails are established for each individual Virtual Classroom course. Students may use these resources for help or additional information. Additional Courses Resources are also established for our online courses and can be found on the individual state webpage on www.mckissock.com.

Completion:

Once the course has been completed, a survey page will be displayed. The final survey page must be completed and submitted to us to indicate that the student has finished the course successfully. (We may also login and view the status of all quizzes and final exams completed through our administration panel.)

This survey helps us to monitor the quality of our course and allows us to make any changes we feel are necessary to ensure that we are offering education that is consistent with the on-site classroom courses we present. Completion results are kept both in an online database and in our office at 218 Liberty Street, Warren, PA 16365 for a minimum of five (5) years. Our database records are logged to show all relevant information for each student and are backed up nightly, weekly, and monthly to ensure that we never lose information regarding students' certificates, etc.

Upon receiving the completed survey and proctored exam results (if required), a course completion certificate will be issued to the student indicating that the student has successfully completed the distance-learning course. Certificates of completion will be posted directly to the "My McKissock" account after the student has submitted the Course Evaluation form. However, if the state the student has requested credit in requires an original signature, then the certificate will be mailed to them within 2-5 business days.

Electronic rosters may also be submitted to the individual state regulatory boards as mandated.

Course Review:

All courses will be reviewed on an annual basis. Information will be compiled from student evaluation forms and changes will be made accordingly. All students are requested to give their feedback on the overall quality of our educational offering, addressing among other issues, the knowledge and abilities of the instructor. A course-instructor evaluation is distributed to all students via the course completion form. All responses are collected via web database and email and consolidated for the permanent file for that course.

Instructor Qualification Procedures

PURPOSE

The purpose of this document is to outline all formal and informal minimum and desirable professional standards for instructors of appraisal, real estate and other topics, and to summarize the procedures used by McKissock, LLC Education to verify these qualifications for prospective instructors. It is hoped that these written procedures will assist interested state professional regulatory bodies in their efforts to review and approve McKissock, LLC Education applications, while at the same time offering a basic overview of the process for the benefit of prospective instructors.

This document is intended to reflect only the minimum procedures and standards used by McKissock, LLC Education in all situations, when there is otherwise no conflict with the rules and regulations of regulatory agencies with whose approval and under whose jurisdiction a given McKissock, LLC Education function is held. Integral to these procedures is an explicit acknowledgement that when these general procedures either conflict with or fall short of the rules and regulations of a relevant governing regulatory agency under whose jurisdiction a function is held, the rules and regulations of that agency shall supersede this document on all items that are otherwise inconsistent or lacking in this document.

MINIMUM INSTRUCTOR QUALIFICATIONS

As a bare formal minimum, all McKissock, LLC Education instructors must meet the following three requirements:

1. Either a minimum of five years of full-time professional experience directly related to the topic being taught, or a four-year college degree.
2. Professional proficiency with the topics(s) being taught, demonstrated to the satisfaction of McKissock, LLC Education
3. Professional public speaking and teaching ability, demonstrated to the satisfaction of McKissock, LLC Education.

DESIRABLE INSTRUCTOR QUALIFICATIONS

The following qualifications, though not mandatory in all cases, reflect the philosophy used, above and beyond our formal minimum qualifications to select exceptional individuals in the field to act as instructors. Though these guidelines are informal, they summarize the qualities that are most heavily weighted in our potential instructor interview and selection process:

1. Nationally acknowledged relevant professional designations.
2. Academic contributions to the field, above and beyond direct professional experience; for example, published articles, authored textbooks, course design.
3. Extensive history of teaching experience in the industry
4. Expert-level mastery of at least one topic to be taught. In other words, though all McKissock, LLC Education instructors teach several different course topics at a level of full professional proficiency, the selection process strongly favors potential instructors who also demonstrate total expertise in one core subject on which they can speak with authority.
5. Current state professional license or certification in the field being taught.
6. Exceptional professional communication skills and public speaking ability.

It is important to emphasize that though these six qualifications are the most heavily weighted issues in the instructor approval process; this list is simply an attempt to objectively describe a fundamentally subjective process. This having been said and acknowledging that some of these items are somewhat subjective; the vast majority of McKissock, LLC Education instructors have in fact demonstrated all six of these qualifications. Ultimately however, within the restrictions of

the “Minimum Instructor Qualifications” summarized on page 1, it is the subjective judgment of McKissock, LLC Education that determines whether a given instructor candidate is qualified.

QUALIFICATION PROCESS

As a highly visible national-level education provider, McKissock, LLC Education is contacted by over 100 interested potential instructors annually. This section outlines the steps typically taken to identify favorable candidates and verify their qualifications and abilities prior to the offering of a teaching position.

1. All candidates are requested to submit a current resume, along with a letter of intent to apply for a teaching position.
2. An informal telephone screening interview is conducted between the candidate and at least one of the owners of McKissock, LLC Education to determine if the candidate’s stated qualifications and circumstances warrant additional consideration.
3. Favorable candidates are invited to a face-to-face interview with at least one of the owners of McKissock, LLC Education.
4. All reasonable efforts are made by McKissock, LLC Education to directly observe the candidate in a live teaching setting, prior to the offering of a teaching position. In the event that this is simply not feasible, this phase may be handled after the offering of a temporary position, as described in item 6, below.
5. Once all of the above steps have been taken, and McKissock, LLC Education is satisfied with the professional qualifications and abilities of the instructor, a teaching position offer may be made.
6. If the candidate has otherwise demonstrated his or her qualifications to the satisfaction of McKissock, LLC Education but has not yet demonstrated teaching abilities in a live setting, directly observed by McKissock, LLC Education, a temporary teaching position offer may be made to give the candidate the opportunity to demonstrate teaching ability in a controlled setting.

Comments on a temporary offer:

A temporary offer means that the instructor candidate has not yet demonstrated his or her teaching abilities in a live setting to the satisfaction of McKissock, LLC Education, but has otherwise demonstrated the necessary qualifications. For a temporary offer, arrangements are made for the new instructor to attend and instruct classes in conjunction with another experienced McKissock, LLC Education instructor. At the judgment of both instructors in attendance, the new temporary instructor will play the most aggressive role that both instructors are comfortable with, in teaching the class and administering the overall seminar. Once the temporary instructor has used this intermediate opportunity to demonstrate teaching abilities to the satisfaction of McKissock, LLC Education, the temporary offer may be upgraded to a final offer, and the new instructor may then act autonomously in the on-site teaching of classes and logistical execution of other seminar details.

FEEDBACK PROCESS

All students are requested to give their feedback on the overall quality of our educational offering, addressing among other issues, the knowledge, and abilities of the instructor. A one-page course-instructor evaluation is distributed to all students. Students may respond anonymously. All responses are collected via email and consolidated for the permanent file for that course. Prior to filing the responses away, they are reviewed and signed off by the following individuals to identify and address any issues that require additional attention:

1. The instructor of the course in question
2. All shareholders of McKissock, LLC Education.
3. McKissock, LLC Education ’s Education Manager

It is important to note that certain state regulatory agencies have a prescribed form and procedure for this feedback process. When the educational function falls under the jurisdiction of such an agency, McKissock, LLC Education may opt to follow the procedures of that agency rather than the standard procedure described above.