

2012 SCHEDULE-Merrell Institute

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BOHEMIA, NY
PERMIT # 398
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Merrell Institute ~ Appraisal Education Network School merrellinstitute.com 631-563-7720
Bill C. Merrell, Ph.D.– School Director 1461-16 Lakeland Ave., Bohemia, NY 11716

www.OnlineDefensiveDrivingSeminar.com

6 hour class can be taken on-line to get 10% off your car insurance & have point taken off your Drivers license. We notify NYS DMV once you complete course– All ON-LINE!!!

Educational Newsletter New Special Edition 2012
Number # 1 School in NYS ! Thanks To You !

NATIONAL 7 HOUR USPAP CLASS
ENCLOSED, LIMITED SEATING!
2012 CLASSES ARE HERE!

CURRENT PROFESSIONAL AT:

Send to the Current Business Professional at:

Consider a Part-Time or Full-Time Career as a Licensed Home Inspector in NYS!
A Great Career Change for Realtors and Appraisers in New York State !

Bill C. Merrell, Ph.D.– School Owner, Director
Appraisal Education Network School & Merrell Institute
1461-16 Lakeland Ave., Bohemia, NY 11716
631-563-7720 Fax: 631-563-7719

WWW.MERRELLINSTITUTE.COM

WWW.MERRELLEDUCATION.COM



Merrell Institute Headquarters, Long Island, New York Campus
1461 Lakeland Ave, Bohemia, NY 11716 631-563-7720 Fax: 631-563-7719





NYS Appraisers Should consider joining
The National Association of Real Estate Appraisers
<http://www.narea-assoc.org>



An Association designed for both experienced Appraisers, with many contacts and years of experience, as well as newer Appraisers who wish to learn by example and become more and more Professional by joining a 30+ year old Real Estate Appraisal Association.

NYS Home Inspectors Should consider joining
The Housing Inspection Foundation
<http://www.hif-assoc.org>



National Home Inspection Association for Residential Home Inspectors throughout the USA. This includes Home Inspectors, Field Inspectors, Insurance Inspectors, Energy Inspectors and Bank Inspectors throughout the Nation.

Review Appraisers and/or Mortgage Underwriters
should consider joining
National Association of Review Appraisers and Mortgage Underwriters
<http://www.naramu.org>



An elite Organization for the best of the best and those who strive to become the best of the best. NARAMU has many members who are experts in their field, and if you wish to expand your knowledge and network with experts in field, we recommend NARAMU.

RE Brokers, Property Managers, & Specialty Agents
should consider joining
The International Real Estate Institute
<http://www.irei-assoc.org>



Property Managers, Short Sale Specialists, Foreclosure Brokers are our members throughout the country. We are very excited to have members throughout the USA and throughout the World.

Environmental Specialists should consider joining
The Environmental Assessment Association
<http://www.eaa-assoc.org>



Are you interested in Mold Sampling, Radon, Lead, Asbestos? Are you already an expert in these trades. This is the organization for both the experienced professional and the not-so experienced professional. Networking is key and through EAA we can help you achieve a new level of professionalism in the USA.

Residential Energy Inspectors/Assessors
should consider joining
<http://www.residentialenergyassessor.com>



As an Energy Inspector, we recommend you join this organization and display the credentials to show clients you are a recognized Energy Inspector, Saving money for your clients is our primary job!

Call Bill Merrell, Education Director, 631-563-7720 to learn more about the Associations

**Appraisal Education Network School, 1461-16 Lakeland Ave, Bohemia, NY 11716
Bill C. Merrell, Ph.D.- School Director/Founder "3 Decades of Educational Excellence!"**

MERRELL INSTITUTE ~ APPRAISAL EDUCATION NETWORK SCHOOL

1461-16 LAKELAND AVE., BOHEMIA, NY 11716 BILL C. MERRELL, PH.D.- DIRECTOR 631-563-7720

NYS REAL ESTATE SALESPERSON COURSE 75 HOUR CLASS (online)

Including the Proctored Exam (at school)

<http://merrellinstitute.fastclass.com>

The Cost for the 75 hour course, including our proctored exam is only \$ 379.00

NYS APPRAISAL ON-LINE CONTINUING EDUCATION Classes Incl. 7 Hr USPAP

<http://merrellinstitute.fastclass.com>

As low as \$105 per 7 hour on-line course (USPAP Equivalent 7 Hour Class is currently \$ 189)

LOAN OFFICER TRAINING (online) -and- LOAN OFFICER CONTINUING EDUCATION (online)

<http://www.MortgageFinancingEducation.com>

Licensing Classes begin every 2 weeks; CE Classes are offered throughout the year!

PROFESSIONAL ENERGY CERTIFICATE PROGRAM (in class program)

<http://www.energyinspecting.com> (also listed on our CE Page)

NYS REAL ESTATE CONTINUING EDUCATION CLASSES On-Line

<http://merrellinstitute.fastclass.com>

We call these classes Anytime– since you log in and log at when you want!

NYS FAIR HOUSING COURSE FOR REALTORS On-Line

<http://merrellinstitute.fastclass.com>

You decide when you want to take the 3 hour class– Only \$ 30.00

THERMAL IMAGING CLASS FOR INSPECTORS

<http://www.merrellinstitute.com/infraredcertifiedclass.html>

This is a must for those who want to learn the benefits of thermal imaging

Nationwide Real Estate Continuing Education (On-Line)

<http://www.nationwidecontinuingeducation.com/>

You first select the state and then the courses you desire!

DEFENSIVE DRIVING 6 HOUR CLASS You Can Now Take On-Line

www.onlinedefensivedrivingseminar.com

Getting Started with the Uniform Appraisal Dataset (On-Line)

Not for CE Credit; For Professional Knowledge: Only \$ 49.00

<http://merrellinstitute.fastclass.com>

Take this class at your own pace! It is for your professional knowledge

Welcome to the NATIONAL PROFESSIONAL ASSOCIATION

<http://www.nationalprofessionalassociation.org/>

Free to initially join and to use our services !

We have many other classes to select from. You can call the school or go to our main web site at <http://www.merrellinstitute.com>

Questions? Need a New Brochure, Call us at 631-563-7720

<http://www.merrelleducation.com>

NYS Licensed Home Inspection Program

Consider a Unique Career as an Independent NYS Licensed Home Inspector. Only you can determine if this career is for you. Are you motivated and able to market yourself in this exciting, diverse field?

<http://www.licensedhomeinspectionsschool.com>

<http://www.merrellinstitute.com>

MODULES 1, 2, 3 & 4 Only \$1,250.00 "Our March 2012 Program"

Modules 1-5 are regularly priced at over \$ 4,500.00 (SAVE THOUSANDS WITH US!)

MODULES 1, 2, 3, 4 & 5 are NOW Only \$ 1,995.00 Complete!

NYS is mandating Licensing for Home Inspectors which consists of 100 Hour of classroom education, followed by 40 hours of field inspections. First to be approved on LI, we are proud to have a very high success rate of grads who have become NYS Licensed Home Inspectors. "90% attendance mandatory per module 1, 2, 3, and 4"

Evenings- 6-10:30pm, Saturday is 8am-3pm 25 Hours per Module (Final at end of each Modules 1,2,3,4)

Module 1: (Structure, Exterior, Roof) **Eves: 3/19,20,21,22; DAY: 3/24 (\$495) or incl. in package**

Module 2: (Interior, Insulation, Ventilation, Elect.) **Eves: 3/26,27,28,29; Day: 3/31 (\$495) incl. in package**

Module 3: (Heating, Cooling, Plumbing Systems) **Eves: 4/2,3,(4 or 11)12; DAY: 4/14 (\$495) or incl. in package**

Module 4: (NYS Licensing Law/Report Writing) **Eves: 4/16,17,18,19; DAY: 4/21 (\$495) or incl. in package**

Module 5: 40 HOURS of Field Inspections: \$1275 or \$ 745 w/ Module 1-4 with us & Save Money!

TENTATIVE DATES for MODULE 5: Saturday & Sundays, 8am to 5pm for 5 Weekend Days

Tentative Dates: 5/12, 19, 20, 6/2, 3 (100% Attendance Required)

With all 5 Modules, We include:

Inspection Software HIF Program and Pre-Inspection Agreement on CD ROM (Up to \$ 100 Value) Included!

Home Inspector Yellow pages listing (\$ 150 Value) Included!

First Year North American Association Network Membership (Up to \$195 Value) Included!

First Year InterNACHI Membership (A \$ 389 Value) Included!

Study materials to prep for Home Inspection NYS Exam Included!

First Year Discount to Housing Inspection Foundation (\$150 Discount) Included!

All Books, Software, Final Exams (Worth Over \$ 300 Value) Included!

Over One Thousand Dollars in FREE Memberships, Web Listings, Manuals & CD ROMS ! ALL INCLUDED!!!



N.Y. State Pre-Paid Legal Program for Professionals

<http://www.merrellindustries.com/prepaidlegal/index.htm>

If you are a Professional, Appraiser, Realtor, Home Inspector and want to be able to pick up the phone and receive legal advise, included in your membership, this is the program for you. Read the material and, if you like the program simply sign up today!

Free DISCOUNT RX Program For Our Students & Grads

www.MerrellHealth.com Save up to 80% on Generic Prescriptions !

<http://www.rxcut.com/Merrell> or <http://www.merrellinstitute.com/rx/>

Reduce Your Costs for Prescriptions, Laboratory Testing & Scans. This does not replace your Health Insurance, but it does save you money on Scripts and Health procedures!

3 Story Vacation Home on Mt. Snow, Vermont: 3 hours from Throg's Neck Bridge by car. NY 95 to 91, exit 2a once you are in Vermont. We have multiple homes directly on the Mountain, available to our loyal students at discount rates. 3 Story Homes, 3 Bedrooms (incl. loft), 2 Baths, Living Room, Dining Room, Kitchen, Fireplace 2 decks, pots/pans, dishes, linens, WIFI, etc. My current, loyal students receive discount rate of \$ 100 per eve in Spring/Summer/Fall, 150 per eve Winter, \$200 per eve for All Holidays ! We e-mail you a lease. No Pets. Refundable Security Required. Check us out today!

BOOK YOUR VACATION TODAY with Bill Merrell 631-563-7720 ! Check us out at: www.mtsnowvacation.com

www.merrellinstitute.com ~ www.merrelleducation.com

NEW YORK STATE APPRAISER CONTINUING EDUCATION

March 22, 23, 24 **REAL ESTATE ECONOMIC CERTIFICATE PROGRAM (21 Hr Max Credit).....\$ 325.00**
DAY 1 & 2 8-5, DAY 3 8-11AM THIS CERTIFICATE PROGRAM WILL DISCUSS THE HISTORY OF REAL ESTATE ECONOMICS AND HOW ECONOMICS EFFECT HOME VALUES AND SPENDING PATTERNS THROUGHOUT THE USA. WE WILL DISCUSS ECONOMICS, MORE AS A CONSUMER ECONOMICS RATHER THAN MACRO OR MICRO ECONOMICS THEORY AND EACH STUDENT WILL GAIN A TRUE UNDERSTANDING OF THE CYLES WHICH ARE PRESENT THROUGHOUT THE USA. THE MANUAL WILL BE INCLUDED IN THE COURSE AND THIS CLASS, PLUS USPAP MEETS THE 28 HOUR REQUIREMENT!

March 30, 2012 **Meeting USPAP Regs & Client Objectives 2 HRS..\$ 80.00.or both 3/30 Classes \$ 185.00**
4pm to 6pm. THIS COURSE WILL DISCUSS REGULATIONS IN NYS AND HOW NYS REGULATIONS AND USPAP REGULATIONS ARE INTERTWINED. WITH RECENT USPAP CHANGES, APPRAISERS MUST BE AWARE OF REGULATIONS TO KEEP THEM CURRENT ON REGULATIONS THAT EFFECT THEM AND THEIR LIVELIHOOD IN NY STATE.

March 30,2012 **APPRAISER LIABILITY/RESPONSIBILITIES.. 8 HRS..\$ 140.00 or both 3/30 classes \$185**
8AM-4PM THIS COURSE WILL DISCUSS THE REQUIREMENTS SET FORTH FOR APPRAISERS IN NEW YORK STATE. APPRAISERS MUST UNDERSTAND THEIR LIABILITY WITH REGARD TO EVERY APPRAISAL PERFORMED AND WHAT AN APPRAISER AND WHAT A REVIEW-SUPERVISORY APPRAISER IS RESPONSIBLE FOR. A GREAT HANDS ON CLASS FOR THE CONSERVATIVE, CONSCIENCIOUS APPRAISER WHO WANTS TO KEEP THEIR LICENSE WITH NO INFRACTIONS.

March 31, 2012 **7 HOUR NATIONAL USPAP SEMINAR 2012-20137 HOURS.....\$ 200.00/265.00***
8AM TO 3:45PM THIS COURSE WILL TEACH YOU THE UPDATES OF USPAP COMPLIANCE OVER THE PAST SEVERAL YEARS. TAUGHT BY ANDREW MANTOVANI, CDEI . THE COURSE INCLUDES THE NATIONAL STUDENT MANUAL, THE HANDOUTS AT THE END OF THE COURSE & A COURSE CERTIFICATE. If you also need the National USPAP Manual the cost for this class is \$ 265.00.

THIS IS THE 2012-20113 EDITION USPAP CLASS! Check Discount for Multiple Classes!

REAL ESTATE ECONOMICS & USPAP \$ 495.00 ~ March 30 Class and USPAP 3/31 class \$ 395.00 with All Manuals

April 2ND, 2012 **MOLD, MOISTURE AND THE RESIDENTIAL HOME 4 Hour.\$75.00.both 4-2 classes \$125**
8am-12pm THIS CLASS WILL DISCUSS IN DETAIL ALL THE SAMPLING TECHNIQUES AND CHAIN OF CUSTODY-CHAIN OF TITLE ASSOCIATED WITH RESIDENTIAL HOME INSPECTING AND MOLD. A GREAT, INFORMATIVE CLASS

April 20,2012 **FRAUD PRACTICES & THE APPRAISER "Learn To Stay Safe" 8 HOURS.....\$ 140.00**
8AM-4PM THIS COURSE WILL DISCUSS THE DIFFERENT TYPES OF FRAUD PURPORTED IN THE MORTGAGE INDUSTRY AND HOW IS EFFECTS THE APPRAISER IN NYS, AND SPECIFICALLY HOW THE APPRAISER CAN AVOID FRAUDULENT TRAPS AND SCHEMES IN THE DAY TO DAY PRACTICE. BE WARNED! THERE ARE PEOPLE OUT THERE LOOKING FOR YOU TO TAKE THE BLAME IF AN APPRAISAL IS PART OF A FRAUDULENT DEAL, WHICH CLOSES.

March 31, 2012 **7 HOUR NATIONAL USPAP SEMINAR 2012-20137 HOURS.....\$ 200.00/265.00***
8AM TO 3:45PM THIS COURSE WILL TEACH YOU THE UPDATES OF USPAP COMPLIANCE OVER THE PAST SEVERAL YEARS. TAUGHT BY ANDREW MANTOVANI, CDEI . THE COURSE INCLUDES THE NATIONAL STUDENT MANUAL, THE HANDOUTS AT THE END OF THE COURSE & A COURSE CERTIFICATE. If you also need the National USPAP Manual the cost for this class is \$ 265.00.

THIS IS THE 2012-20113 EDITION USPAP CLASS! Check Discount for Multiple Classes!

Fraud Class & USPAP Class \$ \$ 375.00 ~ Residential Energy Class and USPAP \$ 525.00 Complete!

April 26,27,28, 2012 **"RESIDENTIAL ENERGY CERTIFICATE PROGRAM" 21 HOURS.....\$ 375.00**
DAY 1 & 2 8-5, DAY 3 8-11AM THIS COURSE IS AN ENERGY CLASS FOR RESIDENTIAL HOMES IN NEW YORK STATE. WE WILL DISCUSS HOW TO EVALUATE ENERGY EFFICIENCY IN A NYS RESIDENTIAL HOME. WE WILL DISCUSS MINOR AND MAJOR IMPROVEMENTS TO BENEFIT A HOME IN COMPARISON TO THE COST OF THE IMPROVEMENTS- KNOWN AS A COST BENEFIT ANALYSIS. WE USE DEPT. OF ENERGY DATA AND US HUD MANUALS AS PART OF THIS COURSE. A MUST FOR ANYONE CONSIDERING ENERGY INSPECTING OR APPRAISING IN NYS. This is the Healthy Home Class in NYS

NEW YORK STATE HOME INSPECTOR CONTINUING EDUCATION

March 29th, 2012 **INFRARED CAMERA IN A HOME INSPECTION 7 HOURS.....\$ 125.00**
9am to 4pm. LEARN HOW TO USE AND ANALYZE A PICTURE CREATED BY AN INFRARED CAMERA, AND HOW IT CAN BENEFIT YOUR HOME INSPECTION REPORT. IT IS ALSO OF BENEFIT IN ENERGY INSPECTING AND EVEN AS A STAND ALONE "IR" REPORT, WHICH PAYS \$ 75.00 TO \$ 125 PER HOUR TO INSPECT WITH AN IR CAMERA.

April 2ND, 2012 **MOLD, MOISTURE AND THE RESIDENTIAL HOME 4 Hour.\$75.00.both 4-2 classes \$125**
8am-12pm THIS CLASS WILL DISCUSS IN DETAIL ALL THE SAMPLING TECHNIQUES AND CHAIN OF CUSTODY-CHAIN OF TITLE ASSOCIATED WITH RESIDENTIAL HOME INSPECTING AND MOLD. A GREAT, INFORMATIVE CLASS

April 2ND, 2012 **PRE-INSPECTION AGREEMENT & REPORT WRITING 4 Hrs \$75.00 both classes \$ 125**
12:30-4:30pm THIS CLASS WILL DISCUSS IN DETAIL ALL THE REQUIREMENTS FOR A COMPLETE PRE-INSPECTION AGREEMENT TO LIMIT YOUR LIABILITY AND EXPOSURE IN NYS WHEN PERFORMING A HOME INSPECTION

April 26,27,28, 2012 **"RESIDENTIAL ENERGY CERTIFICATE PROGRAM" 21 HOURS.....\$ 395.00**
DAY 1 & 2 8-5, DAY 3 8-11AM THIS COURSE IS AN ENERGY CLASS FOR RESIDENTIAL HOMES IN NEW YORK STATE. WE WILL DISCUSS HOW TO EVALUATE ENERGY EFFICIENCY IN A NYS RESIDENTIAL HOME. WE WILL DISCUSS MINOR AND MAJOR IMPROVEMENTS TO BENEFIT A HOME IN COMPARISON TO THE COST OF THE IMPROVEMENTS- KNOWN AS A COST BENEFIT ANALYSIS. WE USE DEPT. OF ENERGY DATA AND US HUD MANUALS AS PART OF THIS COURSE. A MUST FOR ANYONE CONSIDERING ENERGY INSPECTING OR APPRAISING IN NYS. This is the Healthy Home Class in NYS

April 28th, 2012 **COMPONENTS OF A TYPICAL HOME 3 Hours.....\$60.00**
12NOON-3PM THIS CLASS WILL DISCUSS IN DETAIL ALL THE COMPONENTS WHICH ARE ANALYZED DURING THE HOME INSPECTION PROCESS. I RECOMMEND THIS CLASS FOR ANY HOME INSPECTOR WHO IS LOOKING TO LIMIT THEIR LIABILITY AND PERFORM A THOROUGH INSPECTION IN NEW YORK STATE, TO MEET OR EXCEED NYS REGULATIONS.

COMBO for HEALTHY HOME Energy Class & Components Class: BOTH Only \$ 400.00

THIS WILL MEET THE 24 HOURS OF CE REQUIREMENTS FOR HOME INSPECTORS IN NYS

www.merrellinstitute.com

National Uniform Standards of Professional Appraisal Practice

\$ 180.00 discount
bring National Manual

(USPAP) Update 7-Hour

\$ 245.00 discount
including National Manual

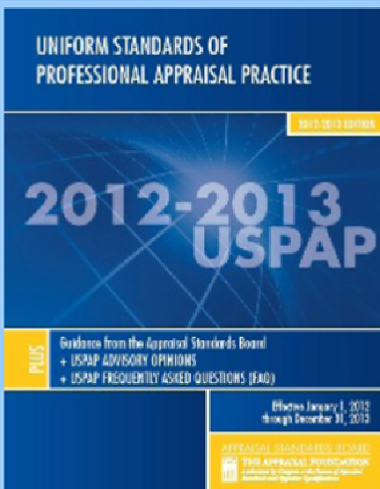
3/31/12 or 4/21/12 from 8am to 3:45pm

Appraisal Education Network School, Merrell Institute, Lakeland Ave, Bohemia, NY 11716

Clarifies several commonly misunderstood aspects of USPAP

NOTE: An appraiser must successfully complete the 7-hour USPAP Update Course every two years to meet the USPAP continuing education requirement.

You Can Buy The National USPAP 2012-2013 Manual Directly from the Appraisal Foundation or call us and if we can added copies, we can sell one to you for \$ 65.00



National 2012-2013 USPAP Manual

Aids appraisers in all areas of appraisal practice seeking updated competency in USPAP

Included in the class, we include the National Student Manual, all handouts and the New York State Certificate at the conclusion of the course.

All students **MUST** bring the NEW 2012-2013 USPAP Manual with them or make arrangements to purchase it prior to the class. Call 631-563-7720 with questions!

Based on the latest version of USPAP

Instructor: Andrew Mantovani, CDEI, AQB USPAP INSTRUCTOR

This one-day update course, copyrighted by The Appraisal Foundation, focuses on recent changes to USPAP requirements for ethical behavior and competent performance by appraisers, including those subject to state licensing or certification and continuing education requirements imposed by professional organizations, client groups, or employers. Course price does not include a copy of the current USPAP edition, which is required for course credit. Attendees must bring their own copy of the current USPAP edition to class. To purchase a copy from The Appraisal Foundation, go to this link: <https://netforum.avectra.com/eweb/Shopping/Shopping.aspx?Cart=0&Site=taf>

Note. The 2012-2013 USPAP edition is now available.

It is REQUIRED copy for all offerings scheduled on or after 1-1-2012

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National USPAP Update - 7-Hour / 3/31/12 or 4/21/12 day program 8am to 3:45pm

Register via fax with Major Credit Card, Call with Major Credit Card, or Mail with Check or Money Order to:
Appraisal Education Network School (1022 Appraisal Foundation Approval Code)
Merrell Institute, 1461-16 Lakeland Avenue, Bohemia, NY 11716 631-563-7720 Fax: 631-563-7719

Name _____ License-NYS _____

Firm Name _____ Email _____

Business Address _____ City/State/Zip _____

Bus Phone ____ / ____ FAX ____ / ____ Home ____ / ____

Charge My AmEx VISA MC Acct # _____ Exp ____ / ____

~~\$ 298.00~~ I will bring USPAP Manual \$ 180

~~\$ 285.00~~ I wish to buy USPAP Manual \$ 245

I wish to enroll in this USPAP Class and understand that the course is Non-Refundable and attendance is Mandatory as per NYS regulations.

Name on Card _____ Signature _____

Merrell Institute, 1461-16 Lakeland Ave., Bohemia, NY 11716 631-563-7720 Andrew Mantovani- USPAP Instructor