

The Blueprint to Success Training System

Training Level	Description	Topics Learned	Timeline
101 : Data Entry	Form Basics	<ul style="list-style-type: none"> • General Forms Familiarity • Applicable Data Gathering Ability (MLS, Assessor, etc) • Subject Section Information • Contract Section • Site Section • Highest and Best Use Analysis • Market Area Awareness • Sales Comparison Data Entry (no analysis) • Map Creation 	2 – 4 Months
151 : Market Conditions (Continuing 101)	Macro and Micro	<ul style="list-style-type: none"> • Overall Market Conditions Analysis • Subject Property Specific Market Conditions Analysis 	1 – 2 Months (3 to 6 Month Mark)
201 : Comp Searches (Continuing 101 + 151)	Sales & Listings	<ul style="list-style-type: none"> • Property Style • Quality Ratings • Condition Ratings • Market Areas (similar and competing) 	1 – 2 Months (4 to 8 Month Mark)
251 : Inspections (Continuing 101, 151, + 201)	Subject and Comps	<ul style="list-style-type: none"> • Measuring the Property • Taking Photos (Subject property and Comps) • Relevant Property Notes • Improvements Section 	1 – 2 Months (5 to 10 Month Mark)
301 : Adjustments (Continuing 101, 151, 201, + 251)	Sales Comparison	<ul style="list-style-type: none"> • Understanding the Theory • Recognizing Important Items • Typical Market Reaction • Applying the Adjustments 	1 – 2 Months (6 to 12 Month Mark)
351 : Commentary (Continuing 101, 151, 201, 251, + 301)	Sales Comparison	<ul style="list-style-type: none"> • Ability to Describe Analysis • Understanding Key Terms • Underwriter Specific Information • Weighting Comparable Properties 	1 – 2 Months (7 to 14 Month Mark)
401 : Cost Approach + Income Approach to Value (Continuing 101, 151, 201, 251, 301, + 351)	Cost Approach + Income Approach to Value	<ul style="list-style-type: none"> • Accurately Valuing the Subject Site (Sales, Allocation, Extraction Methods) • Typical Costs (Reproduction + Replacement) • Depreciation • Gross Rent Multiplier 	1 – 2 Months (8 to 16 Month Mark)
501: Go Time!	Putting it All Together	<ul style="list-style-type: none"> • The Construction is Built, and it is ready to fine tune and enhance each topic 	8 – 16 Months (24 Month Mark)