

International Right of Way Association

R/W-NAC

**Right of Way Negotiation & Acquisition
Certification Program**

Program Guide and Application



The Professional Standard of Excellence

2010-2012



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Welcome to the IRWA Certification Program!

IRWA Certification is both a journey and a destination. For experienced and skilled right of way professionals like yourself, your certification validates your skills and demonstrates your proficiency in your chosen discipline. The IRWA Certification Program R/W-NAC is a structured process designed to provide you with the knowledge and tools that will help you advance in your profession.

Stay Ahead of the Curve

Today's marketplace is crowded and complex, and individuals and businesses that don't stay ahead of the curve often risk being left behind. To develop a solid, competitive advantage—and to remain ahead of that curve—you can rely on an IRWA Certification to prepare you and your company for whatever lies ahead.

The Only Name That Counts

IRWA stands for the highest standard of excellence. As such, an IRWA Certification is a rigorous process that will work to differentiate you from other professionals. Our high standards have enabled us to create a distinction that is universally respected by customers, businesses and colleagues across most disciplines.

The Right Stuff

Companies with employees that are IRWA certified report impressive results. Certification can often win business in competitive situations. Perhaps that's because customers prefer doing business with IRWA -certified staff rather than those without the stamp of Certification. Certified professionals often make better employees. They tend to exhibit higher productivity, reduced learning curves, increased technical competencies, lower error rate, and a higher level of job satisfaction.

Individual Benefits

In addition to gaining new skills, enhancing your knowledge base and adding to your list of credentials, employees can expect to attain a wide range of workplace benefits. These may be in the form of peer recognition or demonstrated financially through a promotion, pay raise or additional perks.

Benefits to Employer

Employers who support continuing education for their staff can expect significant benefits! They will be rewarded with higher employee retention, increased productivity and a boost in employee morale and confidence. Retaining experienced staff is an enormous competitive advantage for any employer.

Overview: How the Program Works and Purpose of this Guidebook

This handbook is designed to serve as a reference tool to help simplify the various requirements. Many of the forms you will need along the way are included. Some can be used directly from the handbook and are linked to the Handbook Webpage.

To get started, we encourage you to read the requirements outlined in this program guidebook and application packet. If your experience appears to qualify, submit your candidacy declaration to IRWA Headquarters. If you are uncertain about any of this process, please contact your local Professional Development Committee Chair (PDC Chair). They can answer any questions you have as you progress through the program. Once you have filled out your completion application, simply submit it to your PDC Chair.

We congratulate you on your decision to pursue an IRWA Certification.



Glossary of Terms

CAPSTONE EXAM: Final Examination, available in single discipline or comprehensive

CEU: Continuing Education Unit, used in recertification

HQ: IRWA Headquarters

IEC: International Executive Committee

IPDC: International Professional Development Committee

IRWA: International Right of Way Association

PDC CHAIR: Professional Development Committee Chair (Chapter Level)

QEU: Qualifying Education Unit, used in initial certification

R/W-NAC: Right of Way Negotiation and Acquisition Certification

R/W: Right of Way

USD: U.S. Dollars



International Right of Way Association Code of Ethics

RECOGNIZING the responsibility of our profession to the people and business of our country, and believing that we should encourage and foster high ethical standards in our profession, we do hereby adopt the following CODE OF ETHICS for our constant guidance and inspiration predicated upon the basic principles of truth, justice and fair play.

To show faith in the worthiness of our profession by industry, honesty and courtesy, in order to merit a reputation for high quality of service and fair dealing.

To add to the knowledge of our profession by constant study and to share the lessons of our experience with our fellow members.

To build an ever increasing confidence and good will with the public and our employers by poise, self-restraint and constructive cooperation.

To ascertain and weigh all of the facts relative to real properties in making an appraisal thereof, using the best and most approved methods of determining the just and fair market value.

To conduct ourselves in the most ethical and competent manner when testifying as an expert witness in court as to the market value of the real properties, thus meriting confidence in our knowledge and integrity.

To accept our full share of responsibility in constructive public service to community, state and nation.

To strive to attain and to express a sincerity of character that shall enrich our human contacts, ever aiming toward that ideal -- "The Practice of the Golden Rule."



Application Process and Fee Schedule

Right of Way (R/W) - Certification Application Process

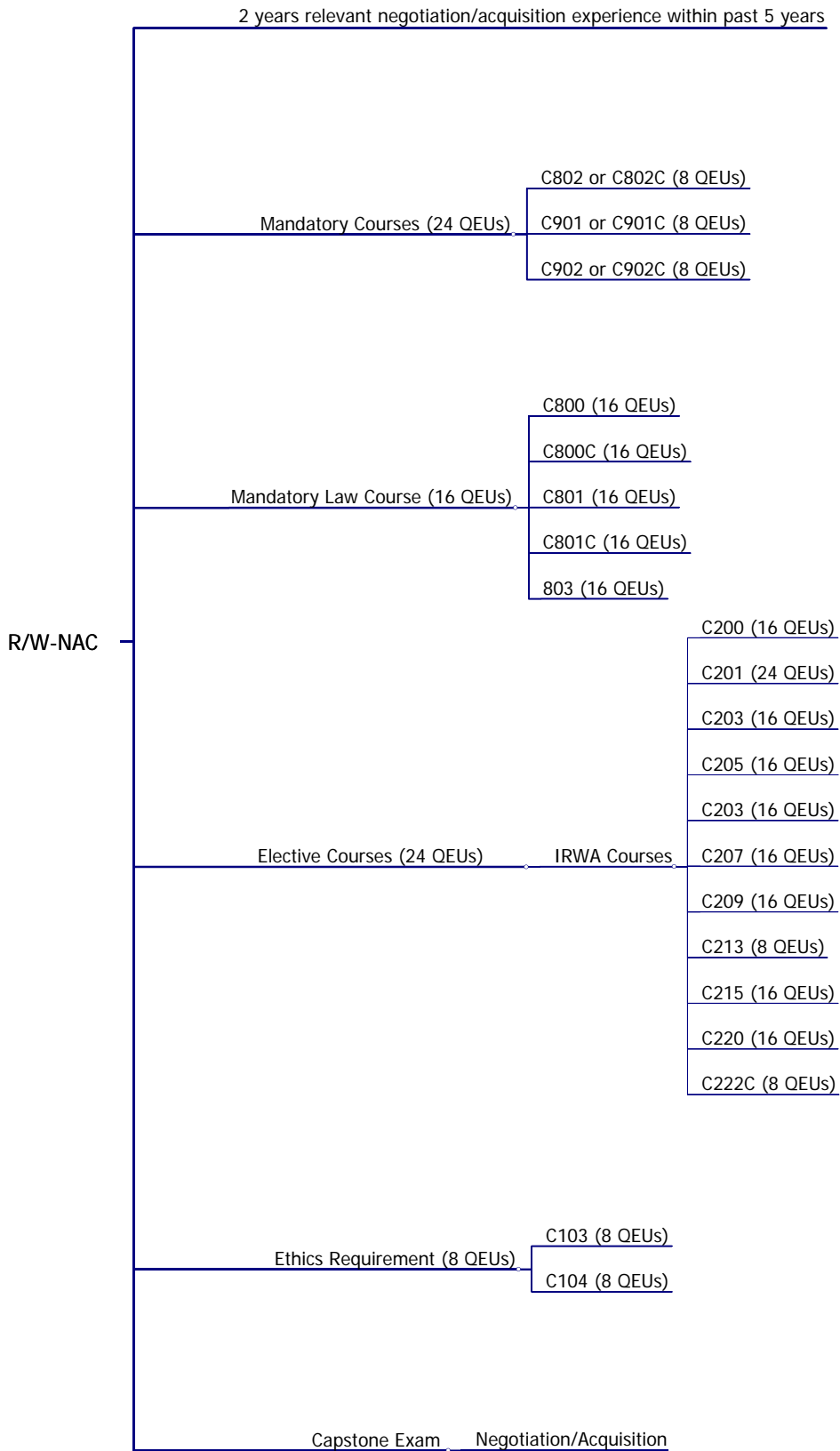
- Member in good standing with the IRWA
- Read through program brochure and description
- Submit Declaration of Candidacy form to IRWA Headquarters
- Complete Experience, IRWA Coursework and Examination requirements
- Submit Completion Application form to local Chapter's PDC Chair
- PDC Chair will review and if approved, will forward to IRWA HQ
- Notification will be sent by IRWA HQ of receipt/approval of application

Right of Way (R/W) - Certification Fee Schedule

Please note that as of 7/1/2011, in accordance with Canadian tax laws, IRWA will begin charging GST/HST on credentialing applications for our Canadian participants

- **R/W Certification Application Fee**
 - Candidacy Declaration - \$25 USD per discipline
 - Program Application - \$50 USD per discipline
 - **R/W Certification Lapsed Status Reinstatement Fee**
 - \$50 USD
 - **R/W Certification Inactive Status Processing Fee**
 - \$10 USD per discipline
 - **R/W Certification Inactive Status Maintenance Fee**
 - \$50 USD annually
 - **R/W Certification Inactive Status Reinstatement Fee**
 - \$50 USD per discipline
 - **R/W Recertification Application Fee**
 - \$50 USD per discipline
 - **R/W Certification Reinstatement Fee**
 - \$50 USD per discipline
 - **Capstone Exam Request Fee**
Capstone Individual Discipline Exam
 - \$50 USD per discipline
 - **Course Challenge Request Fee**
Fee is determined based upon a \$50 USD fee per day of class
-

R/W-NAC Negotiation/Acquisition Certification Program At a Glance





International Right of Way (R/W) Certification Program

What is a Right of Way Certification?

The Right of Way (R/W) Certification is granted to IRWA members who have achieved professional status through experience, education and examination in a single right of way discipline.

Earning this certification demonstrates an unparalleled achievement in a single discipline and reinforces a standard of excellence. The International Right of Way Association offers certification in the following 6 disciplines*:

Discipline	R/W Certification
Appraisal	R/W-AC
Asset Management	R/W-AMC
Environmental	R/W-EC
Negotiation/Acquisition	R/W-NAC
Relocation Assistance	R/W-RAC
Uniform Act	R/W-URAC

**Members can only become certified in 2 disciplines until the SR/WA designation is earned.*

What are the prerequisites for the R/W Certification?

Any member involved in one of these 6 right of way professional disciplines is eligible. Applicant must be a member of the IRWA in good standing, have a minimum of 2 years of relevant ROW professional experience within the last 5 years, and meet the coursework and exam requirements.

What happens after the R/W Certification is earned?

The R/W Certification expands employment opportunities, increases salary potential, boosts chances for career advancement and demonstrates professional commitment.

Employers benefit from the R/W Certification too. Most employers recognize the roles that professional development and continuing education play and encourage their staff to pursue such things. The R/W Certification helps employers to identify and reward employees with proven initiative, dedication and knowledge. It helps to create a strong professional foundation and training ladder. The Certification enhances employee skills through multidiscipline training and examination. It also assures continuous educational updates through recertification.

Please contact Credentialing Staff for any questions about the Certification program. 310.538.0233 X 138 or X 123 [or education@irwaonline.org](mailto:education@irwaonline.org)



International Right of Way (R/W) Certification Program

Right of Way Professional Experience, Course and Exam Requirements

Candidate must have a minimum of 2 years of relevant Right of Way professional experience in the discipline they are applying for within the last 5 years.

Negotiation & Acquisition Experience:

Principal practice in professional negotiation or acquisition services, provided that compensation is received on a fee or salary basis rather than a brokerage basis involving a commission. Such service must involve:

1. Interpretation of real estate valuation principles
2. Semi-legal or paralegal work in preparation or review of documents
3. Understanding of real property law, interpretation of maps and construction plans, and documentation of the transaction

Negotiations must be for the acquisition or disposal of an interest in real property, including licenses, leases and settlement of property damage claims.

IRWA Coursework Requirements

To obtain the R/W Certification, the candidate must successfully complete a coursework requirement that consists of both core courses and elective courses. The coursework requirement is different for each of the 6 disciplines.

Challenging a Course

If the candidate feels that they have sufficient professional experience and knowledge in a certain discipline, they can challenge a core course. To do this, they must fill out and submit the Course Challenge Request form, along with the challenge fee, and then successfully complete the exam for that course. If the candidate does not pass the exam, the candidate **may not** challenge the course again and must attend the class and successfully pass the exam to receive credit.

The following core courses may be challenged:

C-800 – Principles of Real Estate Law

Capstone Examination Requirements

The candidate must fulfill the capstone examination* requirement for the discipline they are applying for.

An approved candidate can take the capstone examination anytime within their 5 year candidacy period.

To take an exam, the candidate must fill out and submit, along with the appropriate exam fee(s), the Exam Request form.

* *Capstone exam is valid for 5 years from the pass date*



International Right of Way (R/W) Certification Program

R/W Recertification

Members holding a R/W Certification *must* recertify every 5 years. To recertify, a member must accumulate the required credit within a 5 year period from the date of receipt of the Certification or from the date of the previous recertification. Failure to recertify will result in the loss of the member's certification.

Recertification Requirements

30 CEUs must be earned through attending or facilitating courses or seminars approved for recertification credit by the IRWA. Of these 30 CEUs, a minimum of 8 must be earned by attendance as a participant or facilitator in a course in that certification discipline and 8 CEUs must be earned through meeting the Ethics Course requirement. *

R/W Certification designees can receive up to 16 CEUs of recertification credit for paid attendance at IRWA's Annual International Education Conference.

**R/W certified members taking class for recertification credit are not required to take the course exam. However, participants taking an IRWA course for CE or other type of credit, for license renewal or other purposes are required to take the course exam. Exams must be taken with all online courses to earn recertification credit.*

R/W Certification Inactive Status (Parked Status)

R/W Certified members can retain their right to the R/W Certification during an inactive period, when they are not employed in or otherwise involved with the right of way profession. A R/W Certified member may request the inactive status as follows:

1. Submit a letter, along with the processing fee requesting the R/W Certification be held in an inactive status and acknowledge that during such period, the R/W Certification may not be used*
2. During each year the R/W certification is maintained in an inactive status, an annual fee shall be assessed for maintenance of the R/W Certification. The Annual fee shall entitle the member to receive the IRWA magazine.

**To apply for inactive status, certification must be current. Inactive status may not be applied for if recertification has expired.*



International Right of Way (R/W) Certification Program

R/W Certification Inactive Status (Reinstatement)

When the member is ready to re-establish their active status, the process is as follows:

1. Submit a letter requesting to re-establish the active status of the R/W Certification, including a reinstatement fee.
2. Complete current recertification requirements for the R/W Certification. (Recertification must be completed within what remains of the original R/W Certification 5 year period from the time the inactive status was entered into.)
3. Comply with any current recertification or other requirements as may be established by the IPDC

Applying for Award of Credit for a Non-IRWA Course

In order to be awarded R/W recertification credit, the subject matter of a non-IRWA course must be consistent with current Right of Way principles and practices, and will enhance the Right of Way practitioner in the fields of:

1. Appraisal,
2. Communication/Negotiations,
3. Engineering,
4. Environment,
5. Management/Supervision,
6. Property Management and
7. Real Estate Law

Course content must cover a minimum of 70% of IRWA subject matter to be awarded R/W Certification Program recertification credit.

Appeals

In the event that recertification credit is not granted for a non-IRWA course, you may consider the following appeal process:

1. Applicant forwards a Letter of Appeal to IRWA HQ within 30 days of receipt of notification
2. HQ will forward request form to the IPDC for full review
3. IPDC review and then advises HQ of approval/disapproval
4. HQ will notify applicant of final decision



Helpful Hints

DO NOT SUBMIT APPLICATION UNTIL ALL REQUIREMENTS HAVE BEEN MET.

ALL INCOMPLETE APPLICATIONS RECEIVED BY PDC CHAIR WILL BE RETURNED TO CANDIDATE

INCOMPLETE APPLICATIONS RECEIVED AT IRWA HEADQUARTERS WILL BE RETURNED TO THE PDC CHAIR.

Applications will be processed in order of receipt.

Processing of completion applications **takes approximately 6 weeks**

Instructions for completing this application:

- Fill in COMPLETELY
- Be as accurate as possible with regard to dates
- Type or print clearly and legibly
- Be careful to not duplicate information
- Use extra sheets as necessary
- Attach supporting documentation where indicated
- Submit payment information
- Submit completed application to:

Chapter PDC Chair



R/W- NAC Negotiation & Acquisition Certification Program Declaration of Candidacy

Complete and return this declaration along with your **non-refundable** candidacy fee of \$25 USD to IRWA Headquarters after verifying professional experience with Chapter PDC Chair.

- Check enclosed (made payable to IRWA) -or-
 Visa MasterCard American Express

Card Number _____ Exp. Date ____/____

Signature _____ Amount \$ _____

Name as it appears on card _____

Applicant Information

Name _____ Member # _____

Mailing Address _____ Chapter # _____

City, State/Province _____

Zip/Postal Code _____ Phone (____) _____

Email _____

By signature below, I acknowledge that I have thoroughly reviewed the Professional Experience Summary Page, and have personally verified with my Chapter Professional Development Committee Chair that my professional experience qualifies as right of way experience.

I hereby certify that all of the information provided on this form is, to the best of my knowledge, true and correct. I will be in a violation of the Ethical Policy if I knowingly misrepresent myself.

Applicant's Signature _____

Printed Name _____

Date ____/____/____

**For any questions regarding the professional experience requirements,
contact your Chapter Professional Development Committee Chair**

**Submit this application to IRWA HQ
19210 S. Vermont Ave, Building A, Suite 100
Gardena, CA 90248
Or via fax 866-388-7419**



**R/W- NAC Negotiation & Acquisition Certification Program
Completion Application
Applicant Information Page**

Complete and return this application along with your **non-refundable** application fee of \$50 USD, and all requested supporting materials to your PDC Chair for review once all requirements have been met.

Only complete applications will be processed. All incomplete applications will be returned to the PDC Chair.

- Check enclosed (made payable to IRWA) -or-
- Visa MasterCard American Express

Card Number _____ Exp. Date ____/____

Signature _____ Amount \$ _____

Name as it appears on card _____

Applicant Information

Name _____ Member # _____

Mailing Address _____ Chapter # _____

City, State/Province _____

Zip/Postal Code _____ Phone (____) _____

Email _____

Agency or Company _____

Address _____

City, State/Province _____

Zip/Postal Code _____ Phone (____) _____

Email _____

**For any questions regarding the Professional Experience Requirements, contact your
Chapter Professional Development Committee Chair**



R/W- NAC Negotiation & Acquisition Certification Program Completion Application Professional Experience Page

This section must detail the applicant's required 2 years minimum of relevant Right of Way professional experience within the past 5 years. Fill form in completely. Attach additional sheets as necessary. *Please note: Use a separate page for each employer and each job title.*

Negotiation & Acquisition Experience:

Principal practice in professional negotiation or acquisition services, provided that compensation is received on a fee or salary basis rather than a brokerage basis involving a commission. Such service must involve:

1. Interpretation of real estate valuation principles
2. Semi-legal or paralegal work in preparation or review of documents
3. Understanding of real property law, interpretation of maps and construction plans, and documentation of the transaction

Negotiations must be for the acquisition or disposal of an interest in real property, including licenses, leases and settlement of property damage claims.

Company or Agency Details

From (mm/dd/yyyy) _____/_____/_____ To (mm/dd/yyyy) _____/_____/_____

Total Number of Months _____ Agency Name _____

Company or Agency Address _____
Street

City, State/Province _____ Zip/Postal Code _____

Position or Job Title _____

Description of Duties (resume can be attached as supporting document only)

Verification: (Current Supervisor or someone with personal knowledge of your work*)

** If you are self employed, a professional associate familiar with your work who is NOT a member of your immediate family.*

Name _____

Title _____

Phone (_____) _____ Fax (_____) _____

Email Address _____

I have examined the above statement and hereby certify that to the best of my knowledge, it is true and correct.

Signature _____ Date _____/_____/_____



R/W- NAC Negotiation & Acquisition Certification Program Completion Application Course Work and Examination Requirement

To obtain the R/W Certification, the candidate must successfully complete a coursework requirement that consists of both core courses and elective courses.

IRWA Coursework Checklist:

Complete the following and attach copies of certificates of completion or copy of course history

<input type="checkbox"/> C-800 or C-801 or C-803	Principles of Real Estate Law – 16 QEU United States Land Titles – 16 QEU Eminent Domain Law Basics for the ROW Professional – 16 QEU
<input type="checkbox"/> C-802	Legal Aspects of Easements – 8 QEU
<input type="checkbox"/> C-901	Engineering Plan Development and Application – 8 QEU
<input type="checkbox"/> C-902	Property Descriptions – 8 QEU
<input type="checkbox"/> 24 QEU of additional 200 series coursework	Any additional 200 series courses – 24 QEU
<input type="checkbox"/> C-103 or C-104	Ethics and the Right of Way Profession – 8 QEU Standards of Practice for the Right of Way Professional – 8 QEU

Exam Checklist:

*Complete the following and attach Pass letter**

<input type="checkbox"/> Negotiation & Acquisition Capstone Exam
--

* Capstone exam is valid for 5 years from the pass date



**R/W-NAC Negotiation & Acquisition Certification Program
Completion Application
International Right of Way Association
Code of Ethics
Applicant Signature Page**

Answer the following questions

Have you ever been convicted of fraud, misrepresentation or misappropriation of funds or property? *If yes, attach a detailed explanation.*

Yes

No

Have you ever been subject to disciplinary action by any professional organization? *If yes, attach a detailed explanation.*

Yes

No

Signature

By signing below, I agree to abide by the IRWA Code of Ethics and to be subject to disciplinary action as adopted by the International Executive Committee (IEC). All of the information provided by me is complete and correct to the best of my knowledge and belief. If I made or at any time make statements with knowledge of the statements falseness, I understand that it shall be cause for denial or revocation of the designation.

Printed Name _____

Signature _____



R/W- NAC Negotiation & Acquisition Certification Program Completion Application Agreement Page

Applicant Name _____

In completing this application, I hereby consent to the following terms:

- 1 I subscribe to the aims and purposes and agree to abide by the Code of Ethics of the International Right of Way Association.
- 2 I hereby irrevocably waive any claim or right of action at law or in equity that I might have any time hereafter against the International Right of Way Association, its governing officers, committee members, or other officials, either as a group or as individuals, for any official act in connection with the business of the Certification Program and particularly as to its or their acts in admitting or failing to admit me to Certification status; or, disciplining me as a member for any reason whatsoever.
- 3 I hereby authorize the IRWA to verify all information contained herein and further to make all investigations in any manner it deems necessary.
- 4 I hereby certify that all statements made in this application are true to the best of my knowledge, and I agree and understand that any misstatements of material facts herein will cause forfeiture on my part of all rights to Certification status with no refund of my application fee(s).
- 5 Attached hereto is my application fee (payable to IRWA), per discipline.
- 6 If I become certified as a Certified Member of the IRWA, I agree that I will comply with any future requirements the International Executive Committee of the IRWA, or its appointed oversight committee, decides are appropriate for me to retain my registration as an Certified Member of the IRWA.

Applicants Signature _____ Date ____/____/____

For Chapter PDC Chair Use Only

PDC Name _____ SR/WA # _____

Mailing Address _____ Chapter # _____

City, State/Province _____

Zip/Postal Code _____ Phone (____) _____

Email _____ Date ____/____/____

PDC Signature _____



R/W- NAC Negotiation & Acquisition Certification Program Course Challenge Exam Request Form

Challenging a Course

If the candidate feels that they have sufficient professional experience and knowledge in a certain discipline, they can challenge a core course by submitting this form, along with the challenge fee, and then successfully complete the exam for that course. If the candidate does not pass the exam, the candidate **may not** challenge the course again and must attend the class and successfully pass the exam to receive credit.

C-800 Principles of Real Estate Law

IMPORTANT NOTE: Successful challenge will fulfill part of the coursework requirements for the R/W Certification. NO course education credit will be granted and course will not show in candidate's course history.

Submit completed form, along with non-refundable fee of \$100 to Chapter PDC Chair

Name _____ Member # _____

Mailing Address _____ Chapter # _____

City, State/Province _____

Zip/Postal Code _____ Phone (____) _____

Email _____

- Check Enclosed (made payable to IRWA)
- Visa MasterCard American Express

Card Number _____ Exp. Date ____/____

Signature _____ Amount \$ _____

Name as it appears on card _____

For Chapter PDC Chair Use Only

Proctor Name _____ SR/WA # _____

Address _____ Chapter # _____

City, State/Province _____

Zip/Postal Code _____ Phone (____) _____

Email _____

PDC Signature _____ Application Approval Date ____/____/____



R/W- NAC Negotiation & Acquisition Certification Program Capstone Examination Request Form

An approved candidate can take the capstone examination anytime within their 5 year candidacy period. Exams are valid 5 years from the pass date.

To take an exam, the candidate must fill out form and submit, along with the **non-refundable** exam fee(s) of \$50 USD.

Request to take the following Capstone Exam(s):

<input type="checkbox"/> Negotiation & Acquisition Capstone Exam
--

Name _____ Member # _____

Mailing Address _____ Chapter # _____

City, State/Province _____

Zip/Postal Code _____ Phone (____) _____

Email _____

- Check Enclosed (made payable to IRWA)
- Visa MasterCard American Express

Card Number _____ Exp. Date ____/____

Signature _____ Amount \$ _____

Name as it appears on card _____

For Chapter PDC Chair Use Only

Proctor Name _____ SR/WA # _____

Address _____ Chapter # _____

City, State/Province _____

Zip/Postal Code _____ Phone (____) _____

Email _____

PDC Signature _____ Application Approval Date ____/____/____



Right of Way Certification Program R/W-NAC Negotiation & Acquisition Certification Recertification

International Right of Way Certification (R/W) Recertification

Why do R/W's need to recertify?

The International Right of Way Association believes that all professionals holding the R/W Certification must continue their personal and professional development through a combination of continued work experience and continuing education. Therefore, the IRWA requires all R/W members to recertify every 5 years to maintain their professional certification.

What is required to recertify?

The R/W recertification requirements consist of earning 30 CEUs by attending or facilitating courses or seminars which have been approved for credit by the IPDC. Of these 30 CEUs, a minimum of 8 must be earned by course attendance as a participant or facilitator at a course in that certification discipline and 8 CEUs must be earned through meeting the Ethics Course requirement.

R/W Certification designees may receive up to 16 CEUs for paid attendance at IRWA's International Educational Conference.

IRWA Chapter seminars, meetings, regional forums and any non-IRWA program *must* be submitted to the IPDC for recertification credit approval. It is advisable that approval is obtained *before* the presentation or at the very least, before recertification is due.

Approval letters and proof attendance/completion must be kept in designee's records and *must only* be submitted to HQ as supporting documentation along with the recertification application.

The recertification period is 5 years from the initial certification and applications will be accepted by HQ up to 1 year before the due date.

R/W Certification designees taking an IRWA course for recertification credit are not required to take the course exam.* However, participants taking an IRWA course for CE or other type of credit, for license renewal or other purposes are required to take the course exam.

* Exams **must** be taken for any online course or seminar to obtain recertification credit.



R/W-NAC Negotiation & Acquisition Certification Program Helpful Hints

DO NOT SUBMIT APPLICATION UNTIL ALL REQUIREMENTS FOR THE R/W RECERTIFICATION HAVE BEEN MET. ALL INCOMPLETE APPLICATIONS WILL NOT BE CONSIDERED AND WILL BE RETURNED TO THE PDC CHAIR.

Applications will be processed in order of receipt. Processing of recertification applications **takes approximately 6 weeks**

Instructions for filling in application:

- Fill in COMPLETELY
- Fill out a separate application for each discipline
- Be as accurate as possible with regard to dates
- Type or print clearly and legibly
- Be careful to not duplicate information
- Use extra sheets as necessary
- Attach supporting documents where indicated
- Attach **non-refundable** fee of \$50 USD
- Submit completed application to:

**Credentialing Staff
IRWA Headquarters
19210 S. Vermont Ave, Building A, Suite 100
Gardena, CA 90248**



R/W-NAC Negotiation & Acquisition Certification Program Recertification Application Applicant Information Page

Please complete and return this application, along with any requested supporting documentation to IRWA Headquarters.

Only complete applications will be processed. All incomplete applications will be returned. Processing of recertification applications takes approximately 6 weeks.

Applicant Information

Name _____

Membership Number _____ Chapter _____

Address/City _____

State/Province, Zip/Postal Code _____

Phone (____) _____ Fax (____) _____

Email Address _____

Agency or Company _____

Address _____

City/State/Zip _____

Phone (____) _____ Fax (____) _____

Email Address _____



**R/W-NAC Negotiation & Acquisition Certification Program
Recertification Application
CEU Summary Page**

Attach additional sheets as necessary. Provide documentation of approval and completion.

IRWA Courses attended or facilitated (attach copy of course history or certificates)

Course Number & Name	Date/Number of CEUs

Approved Non-IRWA Courses (attach documentation and completion certificates)

Course/Program Name	Date/Number of CEUs

Conference Education Session/Chapter Educational Seminars (fill in completely)

Event Name	Date/Number of CEUs

Total CEUs _____

I certify that the information presented above and the accompanying materials are, to the best of my knowledge, true and correct.

Signature _____ **Date** ____/____/____

Recertification Fee \$50 USD

- Check Enclosed (made payable to IRWA)
- Visa MasterCard American Express

Card Number _____ Exp. Date ____/____

Signature _____ Amount \$ _____

Name as it appears on card _____



R/W-NAC Negotiation & Acquisition Certification Program Recertification Application

International Right of Way Association Code of Ethics Applicant Signature Page

Answer the following questions

Have you ever been convicted of fraud, misrepresentation or misappropriation of funds or property? Yes No
If yes, attach a detailed explanation.

Have you ever been subject to disciplinary action by any professional organization? Yes No
If yes, attach a detailed explanation.

Signature

By signing below, I agree to abide by the IRWA Code of Ethics and to be subject to disciplinary action as adopted by the International Executive Committee (IEC). All of the information provided by me is complete and correct to the best of my knowledge and belief. If I made or at any time make statements with knowledge of the statements falseness, I understand that it shall be cause for denial or revocation of the designation.

Printed Name _____

Signature _____



**R/W-NAC Negotiation & Acquisition Certification Program
Request Form for Award of Credit
For a Non-IRWA Course for purpose of recertification**

Applicant Name _____
Membership Number _____ Chapter _____
Address/City _____
State/Province, Zip/Postal Code _____
Phone (____) _____ Fax (____) _____
Email Address _____
Course Name _____
Course Location _____ Course Date ____/____/____
Facilitator Name _____
#of CEU _____

A course outline showing the timeline spent for each specific topic and the completion certificate MUST accompany this application.

Course material and final exam must ONLY be submitted upon request by the IPDC.

Course Subject Area

- Appraisal
- Negotiation/Acquisition
- Engineering
- Environment
- Asset Management
- Law
- Relocation Assistance

Is this course approved by or sponsored in part by any of the following: (if yes, please specify)

- Allied Association: _____
- University/College/Technical Institute: _____
- Company Training: _____
- Other: _____

Applicant's Signature _____ Date ____/____/____



R/W-NAC Negotiation & Acquisition Certification Program Request Form for Award of Credit For a Non-IRWA Course for purpose of recertification

Instructions:

1. Locate the subject area that course or seminar addresses (e.g., Appraisal, Law, etc.).
2. Place an x in the checkboxes provided to indicate all right of way related topics which are addressed in the course or seminar.
3. Provide a best estimate of the total number of hours spent addressing right of way topics.

APPRAISAL

- Appraisal and Value Concepts
- Appraisal Process
- Area Analysis
- Data Analysis
- Site and Building Analysis
- Highest and Best Use
- Site Valuation Sales Comparison Approach
- Income and Expense Analysis
- Reconciliation
- Appraisal Reports
- Just Compensation
- Partial Acquisition
- Easement Valuation
- Ethics and Standards of Professional

_____ Total hours spent addressing appraisal R/W topics

COMMUNICATION/NEGOTIATIONS

- Historical Perspective
- Skills and Attitudes
- Communication Skills
- Negotiation Process
- Role of Power
- Bargaining Negotiations
- Building Trust
- Motivation and Problem Solving
- Funnel Technique
- Property Management
- Relocation Assistance
- Environmental Considerations
- Professional Ethics

_____ Total hours spent addressing communication/negotiations R/W topics

ENGINEERING

- Computing/Calculations
- Computing/Calculations Problems
- General Engineering
- Legal Descriptions
- Legal Descriptions Problems
- Plan Reading
- Professional Ethics
- Topographical Features
- Units of Measurement

_____ Total hours spent addressing engineering R/W topics



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ENVIRONMENT

- Ecological Considerations
- The Earth's Biosphere
- Ecosystems: Components and Dynamics
- Social and Economic Considerations
- Environmental Law
- Review of Federal Legislation
- Development of Environmental Standards
- Responsibilities of US Government Agencies
- Trends in State & Local Legislation
- Steps in Environmental Impact Assessments
- Public Participation in Environmental Decisions
- Environmental Standards
- Right of Way Planning and Use

_____ Total hours spent addressing environment R/W topics

LAW

- Definition of Real Property
- Property Descriptions
- Eminent Domain
- Police Power
- Estates in Land
- Types of Ownership
- Transfer of Title
- Contracts
- Deeds and Mortgages
- Appurtenant Rights
- Covenants, Conditions/Reservations
- Adverse Possession
- Recording Statutes
- Professional Ethics

_____ Total hours spent addressing law R/W topics

MANAGEMENT/LEADERSHIP

- The Skills and Attitudes of a Successful Leader
- Models of Leadership
- Power vs. Leadership
- Positional vs. Emergent Leaders
- Characteristics of Effective Leaders
- Leadership Skills Development
- Communication Skills
- Advisory Skills
- Giving and Receiving Feedback Advisory Skills
- Self-Assessment of Leadership Style
- Why People Follow
- Planning and Goal Setting Skills and Attitudes
- Developing Skills and Attitudes
- Critique and Coaching-Tools for Developing Followers
- Team Building
- Why Teams Win
- Self-Assessment: You as Part of the Team

_____ Total hours spent addressing management/leadership R/W topics



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PROPERTY MANAGEMENT

- Establish, Classify, and Maintain a Property Inventory
- Develop Simplified Management Policies and Procedures
- Identify and Evaluate Risks, Hazards and Liabilities
- Establish Ownership Monitoring Schedules to Control Encroachments & Other Unauthorized Uses
- Decide if Property Should be Leased, Sold or Held
- Recognize Advantages and Pitfalls of Joint Use Agreements
- Effectively Repair and Maintain Improved Properties Not Moved
- Profitably Dispose of Excess Lands or Property Rights
- Project Inception
- Feasibility Analysis
- Lease Options
- Leasehold Marketing
- Leasehold Development
- Leasehold Administration

_____ Total hours spent addressing property management R/W topics

RELOCATION ASSISTANCE

- Relocation Assistance Overview
- Comparable Replacement Dwelling
- Computations of Replacement Housing Payments for Owners and Tenants
- Mobile Homes
- Last Resort Housing
- Advisory Assistance
- Moving Entitlements
- Claim Filing and Appeals
- General Eligibility Requirements
- The Survey Method
- The Search Process
- The Movement of Personal Property
- Calculating Payments for Property not moved
- Substitute Equipment
- Storage Expenses and Eligibility
- Fixed Payments for Businesses
- Appeals Process
- Advisory Assistance to Business

_____ Total hours spent addressing relocation assistance R/W topics