

Vinayak Rana

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Re: Certified Hotel Appraiser (CHA) Certification - Course Testimonial

Dear Steve,

I came into your CHA program having already completed Cornell's Hotel Real Estate Investment & Asset Management certificate program. Cornell gave me a good start, but I knew I needed something deeper - something that would actually prepare me to do the work, not just understand the concepts.

Your program was like that. What stood out was how it covered every component of hotel valuation without skipping anything - market analysis, income and expense projections, the mortgage-equity technique, and then applying all of it to an actual hotel using your software. That last part was what made the difference. Taking real data, working through a real valuation, and seeing how all the pieces connect - that is not something you get from reading about it.

Steve has a rare ability to simplify complexities. Hotel valuation touches a lot of moving parts, and it is easy to get lost in the complexity. The way the course is structured, each concept builds on the last, and by the end you are not just following along - you actually understand why things work the way they do.

I earned my CHA designation in June 2026. It is one of the most meaningful credentials I have added to my background, and the mentorship that has come alongside it has been just as valuable as the course itself.

Thank you, Steve.

Best,

Vinayak Rana, CHA

General Manager | Hampton Inn by Hilton

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