

The Appraisers' Appriser



President's Message Donald J. Sarley, SRA



Editor: Wayne B. Lewis

I am known to borrow from the past's great works. In the last newsletter I quoted the Godfather. Now it is appropriate to go beyond copyright protection and quote Charles Dickens. In his great humor and vision he foresaw our current situation...

"It was the best of times, it was the worst of times, it was the age of wisdom, it was the age of foolishness, it was the epoch of belief, it was the epoch of incredulity, it was the season of Light, it was the season of Darkness, it was the spring of Hope, it was the winter of Despair, we had everything before us, we had nothing before us, we were all going direct to heaven, we were all going direct the other way - in short, the period was so far like the present period, that some of its noisiest authorities insisted on its being received, for good or for evil, in the superlative degree of comparison only."

He also foresaw the current Appraisal Foundation/Appraisal Institute struggle...he said "Accidents will occur in the best regulated families." I have chosen not to comment further on my feelings regarding the above issue and choose instead to concentrate on the future which must, we all hope, bring better times for all.

Our chapter continues to offer courses throughout the year to help our members reach designation and meet continuing education requirements for the Appraisal Institute and state renewal, as well as state certification.

Education offerings have included many recent quality classes and a future schedule including the next membership meeting with Bob Gallaher, MAI, teaching Spotlight on USPAP: Common Errors & Issues and Work files. Also, do not forget the November National and regional meeting/conference in Miami Beach. During times like these, networking with your peers has never been more important!

I would like to thank the Education Committee, chaired by Claudia Vance, MAI, who has continued to do an outstanding job.

If you didn't attend the last chapter meeting on Property Tax Assessments you missed an excellent program! Also, at the April chapter meeting, Denise Morales was voted in as the new Associate Member Committee Chair. Congratulations Denise!

We had five (5) members attend the Leadership Development and Advisory Council (LDAC) on May 5-7 in Washington, DC. The members from our chapter who attended are: Val Chiasson, MAI; Carlos Gobel; C.J. Ortiz; Scott Powell, MAI; Bob Scherer, MAI. I thank them for taking the time to support our chapter. This is an annual event that serves two purposes. First, it provides the Appraisal Institute with a large group of appraisers who can provide input into key issues facing our organization and our industry. Second, attendees visit Senators and Congressmen on Capitol Hill to lobby on behalf of pending legislation that has an impact on appraisers.

Continued.....

2010 Officers and Directors

President

Donald J. Sarley, SRA

Vice President

Armando F. del Valle, SRA

Secretary

James J. Walsh, MAI

Treasurer

Val K. Chiasson, MAI

Directors thru 2010

Michael J. Brady

Susan M. Edge

Lance R. Zabatta, MAI

Ann Marie McCarthy, MAI

(Past President)

Directors thru 2011

Albert J. Armada, MAI

Frank J. Cardo, MAI

Directors thru 2012

Trisha P. Guarnieri, MAI

Scott M. Powell, MAI

Robert H. Scherer, MAI

Region X Representatives 2010

Donald J. Sarley, SRA
(2010 Chapter President)

C. Kevin Bokoske, MAI

Robert J. Gore, SRA

David Yates, MAI

2011

Edward N. Ames, MAI
Armando F. del Valle, SRA
Joel B. Greenberg, SRPA, SRA

Region X Representative

Alternates 2010

Michael J. Brady

Val K. Chiasson, MAI

Carlos Gobel

Andrew Magenheimer, MAI

Chris Marrongelli, SRA

Ann Marie McCarthy, MAI

Paul B. Turner

Claudia S. Vance, MAI

James J. Walsh, MAI

D. Robert Willson, MAI

President's Message-Cont.

Donald J. Sarley, SRA



On the Government front...

President Obama recently signed a bill extending the closing deadline for the federal home buyer tax credit to Sept. 30, 2010. The NATIONAL ASSOCIATION OF REALTORS® estimates that as many as 17,700 home buyers in California would not have received the tax credit without the extension. Perhaps you know someone who now will benefit from this legislation.

The President also signed HR 5569, the National Flood Insurance Program Extension Act of 2010, funding the program through Sept. 30, 2010—good news for homeowners in the Sacramento-San Joaquin Valley and other 100-year floodplains. As you know, flood insurance is required for mortgages on properties in a 100-year floodplain. Congress has allowed the program to lapse three times this year, forcing many real estate transactions to be put on hold and, in some instances, cancelled. What happens in Sacramento and Washington, D.C., really does matter to your business.

Also, the financial reform legislation was signed by the President on July 21, 2010. And, in FLORIDA the Appraisal Management regulation was passed. The passage of these pieces of legislation demonstrates the importance of involvement in government. Legislative wins such as these require a focused and relentless presence at the state and national levels. Thanks to Joel Greenberg, SRPA, SRA and Jesse Vance, MAI, SRA for their hard work on the state and national level.

Thanks for the opportunity to serve... *"It is a far, far better thing that I do, than I have ever done; it is a far, far better rest that I go to, than I have ever known."* (also from C. Dickens).

Government Relations

James J. Walsh, MAI

The Financial Regulatory Reform Bill was signed into law by President Obama on July 21, 2010. Regardless of any individual opinions we have regarding this law, the Appraisal Institute has applauded its passage. There are a number of features that AI has been supporting, such as the following:

- ◆ It requires AMCs to register with state agencies (Florida recently passed its own law requiring AMCs to register and allowing the state to regulate their activities).
- ◆ It supports enhanced appraiser competency and specifically supports professional appraisal designations.
- ◆ It will provide federal money to support state enforcement and oversight. This has been a problem for many states, including Florida, that have severely cut back on funds available to state appraisal boards.
- ◆ It provides provisions to sunset the Home Valuation Code of Conduct (HVCC) by directing for the establishment of a federal appraisal independence standard.
- ◆ It will require that "reasonable and customary" fees be paid to appraisers to reflect what an appraiser would typically earn, absent the involvement of an appraisal management company. AMCs that violate the "customary and reasonable" requirement will be subject to severe penalties under the Truth in Lending Act. The HUD-1 Statement will require that AMC and appraisal fees are stated separately.

Of course, the devil is in the details and many of the details will not be worked out for years. New agencies are being established and it remains to be seen how these agencies interpret the new law and what policies are established. It also remains to be seen how much the AMCs or lenders are allowed to bend the rules. After all, what Bernie Madoff did was clearly illegal, but he was allowed to operate for decades, in spite of the SEC being tipped off about his activities.

Over the next couple of years, many precedents and protocols will be established. Separate from the new law, several states have been allowing or expanding the use of BPOs, based on pressure from NAR and financial institutions. I'm sure the Appraisal Institute will continue to be involved in its lobbying efforts, but it's much more effective when we are also involved as individuals.

While we are all trying to endure the long, hot summer, there are educational requirements and deadlines approaching. For State of Florida renewal, the deadline to obtain continuing education credit is November 30, 2010. The South Florida Chapter will present the third, 30-hour continuing education package at the Courtyard by Marriott, Fort Lauderdale on Fridays, September 24, October 1, and October 8. Saturdays are free for football. On December 3, 2010, Business Practices & Ethics is scheduled, a mandatory course for both designated and associate members to complete their five year AI recertification cycle. Please note: For the State of Florida, five hours of continuing education credit is given, not seven. In contrast, for the Appraisal Institute, continuing education credit is seven hours. This course is available on-line from the Appraisal Institute; however, if taken in that format, you will **NOT** receive any Florida credit.

Right around the corner is the Chapter Meeting on Thursday, September 16, 2010. Topics are “Spotlight on USPAP: Common Errors and Issues, and Work files - Who, What, Where, When, How & Why?” Sounds like a party! We’re looking forward to seeing everyone there for education, camaraderie, and chapter business. The new slate of officers and directors will be presented to the membership for voting at this meeting.

Saving the best for last, on December 10, 2010, William H. Reeve, MAI, SRA, will instruct his last seminar before retiring from teaching. The topic is “Introduction to Conservation Easement Valuation.” It is an overview to the AI five-day certificate program in which the following topics are addressed: discussing the relationship between ownership rights and conservation easements, understanding the IRS distinctions relating to qualified appraisers and qualified appraisals, recognizing before and after techniques in highest and best use analysis and valuation, and applying the three approaches in the valuation of conservation easements. Bill is a longtime friend of our chapter. Let’s be there to wish Bill a fond farewell and happy retirement.

2011 is a non-renewal year for state renewal; however, if your five year AI recertification cycle is ending, look at your AI account and check what has to be completed by the end of 2011. Requirements are: 100 hours of continuing education, 7 hour USPAP, Business Practices and Ethics, and Appraisal Curriculum Overview (ACO), or an equivalent. The latter is a new requirement for the first group of people whose cycle is ending in 2011 and beyond. For residential appraisers, the ACO requirement is a one day course with an exam; for commercial appraisers, it is a two day course with an exam. ACO is a requirement for designated members and associates. This course is available online, but the State of Florida does not recognize it for credit in that format. The ACO requirement or equivalent can be met in one of three ways:

- ◆ Taking the one or two day ACO course and passing the exam
- ◆ Taking Real Estate Finance, Statistics & Valuation Modeling (2-day course) and passing the exam
- ◆ Taking a Level II Curriculum Course and passing the exam

The South Florida Chapter is presenting courses for all three options. For members and associates with cycles ending in 2012, the 2011 offerings provide an array of topics to meet this requirement. In 2012, the chapter will be presenting the 30-hour continuing education packages for state credit and may not be able to schedule as many of the AI five year cycle requirements or alternatives as we will have in 2011. So, next year is a good time to address this matter.

General Associates - **get in gear and get it done!** The South Florida Chapter will present three of the courses for the MAI designation in 2011: 550, Advanced Applications; the new Advanced Market Analysis; and the 4-day General Report Writing (which can be used instead to the 6-day, 540-Report Writing and Valuation Analysis course). Please refer to the [New MAI Advanced Education Equivalencies](#). In 2012, another required course will be added, Quantitative Analysis. There is no time like the present to finish the courses, pass the comprehensive exam, and submit the demonstration report. It requires a life style change for awhile. No television, no going out, no fun; but then you will complete the requirements, and become a designated member. What a relief! The South Florida Chapter provides education, mentors, and support. You have to make the time commitment to complete the requirements. With a greater number of courses and more intense coverage of material, 2011 is the time to wrap it up.

Continued.....

Education—Cont.

Claudia Vance, MAI



All Associates - in 2011, five courses will be presented leading to general certification. General Appraiser Sales Comparison Approach and General Appraiser Site Valuation & Cost Approach will be February 23-26 and February 28-March 3, 2011. We listened to your suggestions and are holding these two offerings back-to-back. The other three courses will be in July, October, and December. Look for the 2011 Education Schedule that will be emailed to you soon! There are an abundance of courses to assist General Associates to complete state certification and to aid State Certified Residential Appraisers in making the transition to being State Certified General Appraisers.

We thank all of you for attending our classes and seminars this year. Membership dues and education are the only two sources of income to keep our chapter functioning as we want it. Special thanks to Judy Curtis and Debra McClave, our two executive directors and fairy godmothers, who make all things possible.

REGISTER FOR CLASSES TODAY



Important! Check online [state approvals](#) prior to registering



The South Florida Chapter is sponsoring the Welcome Reception at the **Union of Pan-American Valuers (UPAV)** conference on Tuesday, November 2nd at the Loews Miami Beach, 1601 Collins Avenue, Miami Beach, Florida 33139.

For further information regarding the conference, please visit: <http://www.appraisalinstitute.org/upav>

If you plan to attend the Welcome Reception, please email us at sfchap@bellsouth.net. Come support our national and local leaders and network with UPAV members.

We look forward to your response and hope to see you all on November 2nd!

Val K. Chiasson, MAI—UPAV Committee

Meeting with the FBI

Ann Marie McCarthy, MAI

Last month Bill Garber, Director, Government and External Relations for the Appraisal Institute, and Ann Marie McCarthy, MAI, met with FBI investigators and prosecuting attorneys and gave a presentation regarding mortgage fraud. The investigators had questions about appraisal theory, as well as, reasonable and customary practices. The investigators are especially interested in residential appraisers who were active in the Wellington market in 2006 and 2007.

If you are interested in volunteering your time to help the investigators in their efforts, please contact the [chapter office](#).



Education Schedule 2010 South Florida Chapter



Date	Offering	Instructor
August 2-5	<i>General Appraiser Income Approach, Part 1</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale 30-Hour QE/Post Licensing	Tom Cowart, MAI Dan Hrabko, MAI
Thursday September 16	CHAPTER MEETING The Westin Fort Lauderdale Common Errors, Issues & Work files 3-Hour Seminar	Bob Gallaher, MAI
<u>Friday</u>	30-Hour Continuing Education Package Courtyard by Marriott, Fort Lauderdale	
September 24	<i>Residential Design: The Makings of a Good House</i> 7:15 a.m.—3:30 p.m. <i>Florida Law for R.E. Appraisers</i> 4:15 p.m.— 7:30 p.m.	Diane Gilbert, MAI, SRA Patricia Birch
October 1	<i>7-Hour National USPAP Update</i> 7:15 a.m.—3:30 p.m. <i>Spotlight on USPAP: Appraisal Review</i> 4:15 p.m.— 7:30 p.m.	Vincent Dowling, MAI, SRA Janice Ramsay, SRA
October 8	<i>Sales Comparison Approach: Why Did You Use This Sale?</i> 7:15 a.m.—3:30 p.m. <i>Supervisor Trainee Roles & Rules</i> 4:15 p.m.— 7:30 p.m.	Daniel Hrabko, MAI Stephen Neill, MAI Tim Andersen, MAI
December 3	<i>Business Practices & Ethics</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale 5-Hour Seminar	Tim Andersen, MAI
December 10 Just Added	<i>Introduction to Conservation Easement Valuation</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale 7-Hour Seminar	Bill Reeve, MAI, SRA

**The Florida recertification deadline is approaching fast—November 30, 2010
There is limited space available—Register for classes today!**

Online Registration Link: <http://www.appraisalinstitute.org/education/SouthFlorida.aspx>

Questions? Contact us at 954-229-0499 or sfchap@bellsouth.net

Membership News



New Designated Member

John Chambers, MAI

Member Status Changes

John Danner, MAI, SRA Practicing Semi-Retired
Jack Falik, MAI Practicing Semi-Retired
Gene Rex, SRA Practicing Semi-Retired

Welcome New Associate Members

S. John Akers General
David Conway General
Scott Russell General/Residential
Jay Portnoy General
Raymond Vazquez Unknown

Associate Transferred

Chris Alfaro General from San Diego

Welcome New Affiliate

Judy Jacas
Freddy Simon

Nominating Committee Report

Chapter Elections, Thursday, September 16

The Nominating Committee recommends the following members to serve as the South Florida Chapter Leadership in 2011.

President: Armando F. del Valle, SRA
Vice President: James J. Walsh, MAI
Secretary: Val K. Chiasson, MAI
Treasurer: Albert J. Armada, MAI

Directors 2009-2011 Michael J. Brady
Frank J. Cardo, MAI
Donald J. Sarley, SRA
(Past Chapter President)

Directors 2010-2012 Trisha P. Guarnieri, MAI
Scott M. Powell, MAI
Robert H. Scherer, MAI

Directors 2011-2013 Carolyn D. Bodor, SRPA
Carlos "C.J." Ortiz
D. Robert Willson, MAI

Region X Representatives 2010-2011

Edward N. Ames, MAI
Joel B. Greenberg, SRPA, SRA
James J. Walsh, MAI
Armando F. del Valle, SRA
(2011 Chapter President)

Regional X Representatives 2011-2012

Albert J. Armada, MAI
Val K. Chiasson, MAI
Ann Marie McCarthy, MAI

Region X Representatives 2011 Alternates

Gregory J. Becker
C. Kevin Bokoske, MAI
Michael J. Brady
Robert Gallaher, MAI
Carlos D. Gobel
Robert J. Gore, SRA
Robert Lewis, MAI
Carlos "C.J." Ortiz
Claudia S. Vance, MAI
G. Douglas Waidelich, SRA

Elections will be held during the chapter business meeting on Thursday, September 16, 2010 at the Westin, Fort Lauderdale.

Nominating Committee

Ann Marie McCarthy, MAI, Chair
Gregg A. Brown, MAI, SRA
Allan F. Friedman, MAI
John R. Underwood, MAI, SRA
Claudia S. Vance, MAI

CONGRATULATIONS

Stephanie Baleotis, SRA

Carlos "C.J." Ortiz

AIET Scholarship Recipients



Don Sarley, SRA, Chapter President, presenting certificate to new designated member, *Jofre Valencia, SRA*

Associate Member Committee

Denise Morales, Chair

First and foremost, I would like to thank Mike Brady for his work in holding the Associate Committee Chair position since 2006, thank you for all your hard work!

Associate Wine Tasting Network Event

Please mark your calendars for our 3rd Quarter Associate Networking Event to be held **August 17th 6-8 p.m.** at **Seventh Street Wine Company** in Fort Lauderdale! Please keep an eye out for an email regarding further details.

Join Us on **Facebook** and stay up to date with upcoming events and important news!

Search: [South Florida Chapter of the Appraisal Institute-Associate Members](http://www.facebook.com/photo_search.php?oid=112974058754438&view=user#!/group.php?gid=112974058754438)
http://www.facebook.com/photo_search.php?oid=112974058754438&view=user#!/group.php?gid=112974058754438

If you are interested in assisting with future events, or being more active with the associate committee, please contact me at denise@amhappraisal.com. Comments and suggestions are always welcome.

Below is Important News for Associate Members:

Beginning **July 1, 2010**, Associate members will have a **70-hour continuing education (CE) requirement** over the course of their five-year Appraisal Institute CE cycle.

There are 3 Required Courses:

1. USPAP - Beginning July 1, 2010, this course will be accepted three times per cycle (previously, USPAP was only accepted two times per cycle).
2. Business Practices & Ethics
3. Appraisal Curriculum Overview (ACO)

Residential Associate Members may take ONE of the following to fulfill the ACO requirement:

- ◆ Appraisal Curriculum Overview 1-Day Course OR Appraisal Curriculum Overview 2-Day Course
- ◆ Real Estate Finance, Statistics and Valuation Modeling
- ◆ Appraising Historic Preservation Easements Certificate Program
- ◆ Litigation Certificate Program
- ◆ An Appraisal Institute Level II Curriculum Course

General Associate Members may take ONE of the following to fulfill the ACO requirement:

- ◆ Appraisal Curriculum Overview 2-Day Course
- ◆ Valuation of Conservation Easements Certificate Program
- ◆ Appraising Historic Preservation Easements Certificate Program
- ◆ Litigation Certificate Program
- ◆ An Appraisal Institute Level II Curriculum Course

How can you fulfill the remaining CE Hours?

- ◆ AI Online Education
- ◆ AI Advanced Education
- ◆ Volunteer for Leadership Roles
- ◆ Classes from an outside education provider
- ◆ Computer Training Classes
- ◆ Approved Brokerage and Law Classes

Please see link below for further details regarding the 70-Hour CE for associate members:
http://www.appraisalinstitute.org/education/downloads/CE_Log/Reg10QuickReference.pdf

Associate Member Committee-Cont.

Denise Morales, Chair

Also, Effective July 1, 2010, each written report of an Associate Member must contain a certification that includes one of the following statements:

Either

As of the date of this report, I (or Associate Member's name or Associate Members Members' names) have/has completed the Standards and Ethics Education Requirement of the Appraisal Institute for Associate Members.

Or

As of the date of this report, I (or Associate Member's name or Associate Members Members' names) have not/has not completed the Standards and Ethics Education Requirement of the Appraisal Institute for Associate Members.

Also, a new July 1, 2010 version of Regulation 10 will be placed on the web site soon. This new version will lay out the rules for Associate members as well. All forms related to CE can be found on our [CE FAQ](#) page.

http://www.appraisalinstitute.org/education/ce_faq.aspx

Please let me know if you have any additional questions.

Report Writing Classes:

Previously, a general Associate member had to receive credit for 70 hours of report writing education. A general Associate member could satisfy this requirement by taking and passing:

1. Course 405G, *General Appraiser Report Writing & Case Studies* (which would satisfy part of the AQB general certification requirements and part of the Level I education requirements for the MAI designation); and
2. Course 540, *Report Writing and Valuation Analysis* (which would satisfy part of the Level II educational requirement for the MAI designation).

The Board of Directors recently decided that a **general Associate member now may fulfill report writing course requirements for the MAI designation by attending and passing either Appraisal Institute course 405G General Appraiser Report Writing & Case Studies or course 540, Report Writing and Valuation Analysis.**

Several 540 offerings still will be held this year and you may take one of such offerings to satisfy the report writing course requirement for the MAI designation. Please visit the following website for information on locations and registration: www.appraisalinstitute.org/education/course_descrb/Decide.aspx?prgrm_nbr=11540

As an alternative, you may take one of the many scheduled offerings of the Appraisal Institute Course 405G, *General Appraiser Report Writing & Case Studies* to satisfy the report writing course requirement for the MAI designation. Visit the following website for information on locations and registration: www.appraisalinstitute.org/education/course_descrb/Decide.aspx?prgrm_nbr=405G

Should you have any other questions on this or any of your other requirements for the MAI designation, please feel free to contact the Admissions Department at 312-335-4111 or admissions@appraisalinstitute.org

Are you ready to write your demo?

There are opportunities to take the **Demonstration Report Writing Workshop** which will allow associates to receive guidance from demo graders/seminar instructors while completing the demonstration report process. The dates and locations are list below:

August 23-27, 2010 - Louisville, Kentucky

October 22-26, 2010 - Richmond, Virginia

October 25-29, 2010 - Sacramento, California

March 13-17, 2011 - Chicago, Illinois

For more information please visit the following link:

https://www.appraisalinstitute.org/membership/members_downloads/2010DemoWorkshop.pdf

Membership News

Associate Member Committee-Cont.

Denise Morales, Chair

We held an Associate Membership Networking and Happy Hour event Friday, May 14th at Tarpon Bend in downtown Fort Lauderdale. We had a great turnout at the event, the most attendance so far! Jeff Pasco won the raffle for a \$150 certificate good toward a South Florida Chapter appraisal course or seminar. Thank you to Mike Brady and Irene Sokoloff for helping to organize and make this event a success. Thank you to Paul Turner for submitting the photographs from the event.



Denise Morales, Ali Martin, Matt Chiasson,
Meridith Miller



Hilda Gill, Howard Klar, CJ Ortiz,
Jose Wong



Paul Turner, Mike Brady, Denise Morales,
Helen Stocking



Jeff Pasco and Irene Sokoloff



Carlos Diez and Jose Wong



Mike Brady and Bill Temple

Associa
tions
Net
work
ing
Me
et
ing




Regulation No. 10: Continuing Education Matrix

This matrix is intended to provide general information for practicing Designated members and practicing Associate members about Continuing Education (CE), but the actual rules are contained in [Regulation No. 10: Continuing Education](#) and govern continuing education requirements. The matrix may not include all information, options, requirements, and variations applicable to any particular person. All cycles are five years in length.

CE Cycle End Date	CE Cycle Concludes	Hours Requirement	USPAP	RP&E	ACCO *See Options Below	1.25 Advanced Hours	Up to 100 Online	Instructing Appraisal Institute Education	Service to Appraisal Institute	Service to Real Estate Profession
Designated Members 2010****	December 31	100	✓	✓		✓	✓	70**	25	10
Designated Members 2011-2015****	December 31	100	✓	✓	✓	✓	✓	70***	25	10
Associate Members	June 30	70	✓	✓	✓	✓	✓		25	10

*General Designated and Associate Member ACCO Options		*Residential Designated and Associate Member ACCO Options	
Appraisal Curriculum Overview 2-Day	Appraisal Institute Certificate Program: • Valuation of Conspicuous Estates	Appraisal Curriculum Overview 4-Day or 2-Day	Real Estate Finance, Statistics and Valuation Modeling
Appraisal Institute Level II Advanced Curriculum (Each an option)	• Appraising Historic Preservation Estates • Litigation (Each an option)	Appraisal Institute Level II Advanced Curriculum (Each an option)	Appraisal Institute Certificate Program: (Each an option) • Appraising Historic Preservation Estates • Litigation

Legend – Note that in some cases, the Admissions & Designation Qualifications Committee (ADQC) may need to approve hours.

-  *Appraisal Institute instructors may receive combination of maximum hours for AI instruction, service to the AI, and service to the profession, not to exceed a total of 70.
-  The total credit hours in this category may not exceed 25.
-  The total credit hours in this category may not exceed 10.

**Practicing Designated members on 100-Hour Recommended continuing education (CE) status are not required to complete 100 hours of CE every five years, but are required to complete the Uniform Standards of Professional Appraisal Practice (USPAP) and Business Practices and Ethics (BP&E) requirements, and for cycles ending 2011 and after, the Appraisal Curriculum Overview (ACCO) requirement. Such 100-Hour Recommended members that choose not to complete the 100 hours will not be considered to be "continuing education complete," therefore completing the 100 hours is highly recommended.

For additional questions, please contact the Continuing Education and Readmission department at 312-935-4401 or ce@appraisalinstitute.org or refer to our Continuing Education Frequently Asked Questions page on our web site at http://www.appraisalinstitute.org/education/ce_faqs.aspx.

FREAB

Joel Greenberg, SRPA, SRA

Appraiser Work Experience Form Changes

If you are currently a Florida registered trainee appraiser, or a certified residential appraiser and will be applying to upgrade your license to become a Florida certified residential or certified general appraiser, or have submitted an application after December 2009, this alert is for you.

The Appraiser Qualifications Board (AQB) adopted Guide Note 6 in June 2008. This Guide Note makes it necessary for the department to ask for and verify additional information which is to be submitted by an applicant on their work experience log. Florida adopted the new requirements in 2008 and revised the format of the Appraiser Experience Log, Form RE-2300, at that time.

Applications received after the January 2010 revision date should include a revised work log that is signed and dated by the applicant and their supervisor. The revised form may be found by choosing the “Forms” link. It is available in both an Excel Spreadsheet format and Adobe Acrobat format. Both are enterable forms which you may copy to your computer for completion.

If you would like more information, the changes to Chapter 61J1-4.010, Florida Administrative Code may be viewed by choosing the “Statutes and Rules”, then choosing the “Chapter 61J1” link.

Additional information on the AQB’s Guide Note 6 and other Guide Notes may be reviewed on the Appraisal Foundation website at <https://appraisalfoundation.sharefile.com/d-sdbd66dce9cf479da>

FREAB 2010 General Meetings

- ◆ Monday and Tuesday, October 11 & 12, 2010
- ◆ Monday and Tuesday, December 6 & 7, 2010

61J1-4.003(7) Continuing Education—A registrant, licensee, or certificate holder, including a Board member, may earn five (5) classroom hours by attending an entire meeting where the Board considers disciplinary cases, for a maximum of seven (7) of the required thirty (30) hours; provided that, the individual is not appearing as a party to a disciplinary action and notifies the Division of Real Estate, Education Section, of the intent to attend at least seven (7) days prior to the meeting.

Contact JoEllen Peacock at least 7-days prior to the meeting to register, JoEllen.Peacock@dbpr.state.fl.us

If you wish to have printed materials to reference during the meeting, please visit the website (www.myfloridalicense.com > Doing Business with Us > Real Estate Division Page > Florida Real Estate Appraisal Board > Meetings & Workshops) where you may print all publicly available materials as early as 7 days before the date of the meeting. We appreciate your understanding as the department endeavors to minimize paper usage in all our business practices.



Carlos Gobel, Carlos “C.J.” Ortiz, Representative Barney Frank, Chairman of the Financial Services Committee, Val K. Chiasson, MAI and Bob Scherer, MAI

Leadership Development and Advisory Council (LDAC) May 5-7, 2010 Washington, DC

This year the South Florida Chapter was represented at the Annual Leadership Development and Advisory Council by Val Chiasson, MAI; Carlos Gobel; C.J. Ortiz; Scott Powell, MAI; Bob Scherer, MAI. The meeting was held at the Hyatt Regency Washington on Capitol Hill.

The four topics covered were:

1. Positioning Yourself for the Future: Demand for Real Estate Appraisal Services
2. Elevate and Advance AI to Our Clients
3. Getting to the Designation Finish Line
4. Self Promotion: Growing AI's Market Presence

Positioning Yourself for the Future: Demand for Real Estate Appraisal Services

Submitted by Val K. Chiasson, MAI

As usual, when our discussion began participants called out potential future demand from sources such as attorneys, government entities, specialty property appraisals and so on. However, the “hot button” topic was the growth of the demand for Broker Price Opinions (BPO) and the Appraisal Institute’s development of the Appraiser Price Opinions (APO). It is a controversial issue as residential appraisers are concerned that the APO will become the standard, thus reducing demand for appraisal services now being offered. On the other hand, by ignoring the existence of such a large segment of the market for appraisal services (currently estimated at \$2 billion per year) Institute members may be left behind.

If members of our chapter feel strongly about this topic (one way or another) this note should be a call to action. It is clear the price opinion is an emerging growth market and the Appraisal Institute must be involved in developing it or controlling it as future demand for appraisal services will be impacted.

Elevate and Advance AI to Our Clients

Submitted by Robert Scherer, MAI

It is a great honor to report back to the local chapter of the ideas that were discussed and shared by fellow Appraisal Institute members and associates in our discussion group regarding “Elevating and Advancing AI to our Clients” at the Leadership Development & Advisory Council (LDAC) in Washington DC, May 2010.

The general scope of discussions from the LDAC participants were open ended with suggestions and comments on how to capitalize on future business opportunities by utilizing AI membership as the platform of being the best organization in providing the most qualified and knowledgeable real estate appraisers. Many comments surfaced on the fact that the AI provides the blueprint in developing, supporting, and maintaining the most competent real estate appraisal professionals in the industry. Topics surfaced on how appraisers can inform their clients that being a part of AI is a step up from state licensing because of the intense education, experience, and supporting network of data and real estate professionals. However, the most notable comment was made regarding advanced continuing education/training requirements to those already designated MAI & SRA members. The issue was to make it a requirement for those designated members to have some advanced appraising education hours in addition to the traditional hours required in the five year renewal cycle. Many comments were made that once an associate becomes designated, there is limited advanced training required. Therefore, they suggested “advanced training” for current members as a tool to show the industry how being a member of the AI elevates appraisers and the profession and stays a step ahead of the curve. There was some controversy regarding this, but the majority of the group supported this advanced training. What do you think?

LDAC—Continued

Getting to the Designation Finish Line

Submitted by Carlos “C.J.” Ortiz

One of the four discussion panels at LDAC this year dealt with a forum to discuss challenges and issues facing Associates on track (or off track) from completing requirements and achieving the MAI or SRA designation. ‘Chip’ Gibbes, the moderator, wrote in his report to the AI Board of Directors, “When I first selected this topic, I anticipated it to be quite controversial and conducive to heated debate. It certainly did not disappoint me.”

I can certainly vouch for the interest sparked by this topic. As an Associate, on track for Designation, I hope I made some positive contributions to the discussions.

This year, there are 8,924 Associate Members declared as trying to get their MAI Designation. Of those, 663 are from Region X. Nationally, there are 1,898 members who have three or less requirements left to achieve designation; 678 have three, 761 have two, and 459 have one requirement left. Of the latter, those with one requirement left, 77% need to complete their demonstration report requirement. *That’s 77%!*

There were a number of recommendations made. These included 1) changing the term of Associate Member - referring to non-designated professionals in pursuit of designation as Candidates and those not (life-time associates) as Associates or Affiliates. 2) Creating more stringent timelines to complete requirements for designation. 3) More active mentoring - pairing Designated Members with those members seeking designation; allowing Designated Members to earn AI continuing education for his or her efforts. 4) Having an intensive review course in preparation for the comprehensive examination.

The item probably receiving the most attention was the Demonstration Project requirement. The new E-Demo online alternative was briefly discussed, but most considered that it was still in the developing stages and not enough information or statistics were readily available. (Personally, I am now working on my E-Demo alternative and may have more to report at a later date.) Additionally, there was a strong surge of interest from participants to have AI develop a classroom demo alternative for MAI designation, similar to that available for the SRA Designation. As Chip Gibbes notes, “the main argument against the classroom alternative is the loss of practical application demo writers gain from having to maneuver on the street as a practicing appraiser.”

As someone going through the Designation process at the moment, I certainly hope that the AI takes note of the challenges facing those of us trying to balance work and family needs and the strides and commitment needed to complete the requirements and achieve Designation. Chip Gibbes believes that the “Board of Directors is working hard to implement the good ideas that were born this year at LDAC.” I appreciate having had the opportunity to have been part of that ongoing process.

Self Promotion: Growing AI’s Market Presence

Submitted by Scott M. Powell, MAI

This was an interesting discussion group for several reasons. First, the topic itself attracted me because I don’t think enough designated members stress the importance of their designations when marketing their services. Second, I wanted to learn how others were attracting business during these tough times. Third, I had my own thoughts that I wanted to share and discuss. And fourth, I am not naïve to think that I am a better appraiser than others, without their designations, just because I have my designation. But, I know I am a better appraiser now that I have my designation because of what I learned earning my designation than I was before I got my designation. So, I wanted to see how this topic was approached.

Overall, I was disappointed in the responses of many people. This was supposed to be a group of future leaders and a lot of people responded that they worked for someone else so they didn’t have to focus on this issue, or that they weren’t doing much to market their services. COME ON PEOPLE, we are all responsible for our own futures, relationships, and self promotion! Other people may own a company you work for, but everyone can own their own business regardless of whether they are working for themselves or a company owned by others (large or small).

LDAC—Continued

As is usual, the discussion was dominated by a few individuals with strong thoughts on the topic and strong personalities. But Tim Rooney did a good job of keeping everyone on point and spreading it around the room. He didn't overpower us with his thoughts, but he made sure we didn't wander too far afield, and that everyone who wanted to talk had an opportunity to do so. We talked about marketing, offering other services such as valuation counseling, speaking to groups, writing and getting published. Also, things that Chapters and National can do to assist us with making our AI membership an important tool for our business development.

Lobbying on Capitol Hill

Submitted by Carlos D. Gobel

The single greatest highlight each year at LDAC is our visit to the "Hill", where members of the AI get to meet face-to-face with our elected officials in Congress or members of their staff. The purpose of these meetings is for our delegates to serve as "goodwill ambassadors" on behalf of the Appraisal Institute and to be advocates on matters of critical importance to our organization and the appraisal profession in general. This year, two issues were specifically selected for discussion as they relate to the current state of the financial services industry; "Financial Regulatory Reform" and the "Small Business Administration's Appraisal Threshold". **The Wall Street Reform and Consumer Protection Act (H.R. 4173)** includes provisions to modernize the appraisal regulatory structure and provides more resources and accountability in the area of enforcement. The AI backs these measures and we encouraged members of Congress to support this legislation as it would promote the use of highly qualified and competent real estate appraisers. Other highlights of the H.R. 4173 Appraisal Provisions: requires written appraisals on all "subprime mortgages", requires minimum qualifications of AMCs to be established by the AQB, prohibits BPOs from being the primary basis in determining the value of real property in loan originations, and calls for a study on the impact of the HVCC on small businesses and the quality of appraisals. A part of the **Small Business Financing and Investment Act of 2009 (H.R. 3854)** would raise the requirement threshold for appraisals for loans on commercial real estate backed by the SBA from \$250,000 to \$400,000. The AI strongly opposes this provision and we urged our congressmen from raising the threshold.

Rest assured that the South Florida Chapter was well represented in Washington. The members of Congress we met with came away very impressed with our delegation. Our team met with staff members for Senators George LeMieux and Bill Nelson. We were able to individually meet with three Representatives thanks to our very own **C.J. Ortiz** who coordinated the effort in scheduling the meetings. A few of us had the privilege to personally meet with Florida Representatives Ileana Ros-Lehtinen, ranking member of the House Foreign Affairs Committee; Lincoln Diaz-Balart, ranking member of the Subcommittee on Legislative and Budget Process; and also with Massachusetts Representative Barney Frank, Chairman of the Financial Services Committee.



Carlos Gobel, Carlos "C.J." Ortiz, with Florida Representative Ileana Ros-Lehtinen, Member of the House Foreign Affairs Committee



Carlos "C.J." Ortiz, Carlos Gobel with Lincoln Diaz-Balart, Member of the Subcommittee on Legislative and Budget Process

2010 Chapter Leadership

President: Donald J. Sarley, SRA
Vice President: Armando F. del Valle, SRA
Secretary: James J. Walsh, MAI
Treasurer: Val K. Chiasson, MAI

Directors thru 2010

Michael J. Brady
Susan M. Edge
Lance R. Zabatta, MAI
Ann Marie McCarthy, MAI – Past President

Directors thru 2011

Albert J. Armada, MAI
Frank J. Cardo, MAI

Directors thru 2012

Trisha P. Guarnieri, MAI
Scott M. Powell, MAI
Robert H. Scherer, MAI

Region X Representatives thru 2010

C. Kevin Bokoske, MAI
Robert J. Gore, SRA
David Yates, MAI
Donald J. Sarley, SRA – 2010 President

Region X Representatives thru 2011

Edward N. Ames, MAI
Armando F. del Valle, SRA
Joel B. Greenberg, SRPA, SRA

Region X Representatives 2010 Alternates

Michael J. Brady
Val K. Chiasson, MAI
Carlos D. Gobel
Andrew H. Magenheimer, MAI
Chris Marrongelli, SRA
Ann Marie McCarthy, MAI
Paul B. Turner
Claudia S. Vance, MAI
James J. Walsh, MAI
D. Robert Willson, MAI

Committees

Associate Member	Denise Morales	denise@amhappraisal.com
By-Laws	Carlton W. Cole, MAI	carlton842@aol.com
Diversity	Mark L. Herold	mherold@andersoncarr.com
Education	Claudia S. Vance, MAI	vanceval@att.net
Finance	Val K. Chiasson, MAI	val@reafla.com
Government Relations	James J. Walsh, MAI	jim.walsh@cushwake.com
Guidance	Scott M. Powell, MAI	smpmai@smpgroup.biz
House	Frank J. Cardo, MAI	fcardo@andersoncarr.com
Membership Development & Retention	Armando F. del Valle, SRA	armando@adelvalle.com
Newsletter	Wayne B. Lewis	wlewis@andersoncarr.com
Nominating	Ann Marie McCarthy, MAI	amhmai@aol.com
Public Relations	Paul B. Turner	pturner@roeminor.com
University Relations	Scott M. Powell, MAI	smpmai@smpgroup.biz

South Florida Chapter Luncheon Meeting

Spotlight on USPAP: Common Errors & Issues Work files—Who, What, Where, When, How & Why?

Thursday, September 16, 2010
Instructor: Bob Gallaher, Jr., MAI

Spotlight on USPAP: Common Errors & Issues

Addresses problem areas that often are observed in appraisal reports. Review of most commonly noted reporting errors; review commonly noted methodology errors and review the characteristics of convincing appraisal reports.

Spotlight on USPAP: Work files, - Who, What, Where, When, How & Why?

This seminar discusses work files. A work file is required for all appraisals, appraisal consulting, and appraisal review assignments. In this program, you will learn why USPAP requires a work file in all appraisals and what it must contain. You will also learn when a work file needs to be created, where it should be kept, and for how long.

Location

The Westin Fort Lauderdale
401 Corporate Drive
Ft. Lauderdale, FL 33334

Registration: 11:00 a.m.

Luncheon/Seminar: 11:15 - 3:15 p.m.

Menu: Plated Lunch

Continuing Education:

Appraisal Institute = 3 Hours

2-Hours—Common Errors & Issues

1-Hour—Work files

Florida Real Estate Appraisal Board

3-Hours, 0008400

REGISTRATION INFORMATION

Name: _____

Firm: _____

Address: _____

City: _____ State: _____ Zip: _____

E-mail (Required): _____

Phone: _____ Fax: _____

Payment must accompany registration: Visa MasterCard AMEX Check

Card #: _____ Exp. Date: _____

Name on Card: _____

TUITION

\$75 Member/Early

\$100 Non-Member/Early

\$90 Member after 9/2/10

\$115 Non-Member after 9/2/10

Self parking will be validated

Mail or Fax Registration

South Florida Chapter of the Appraisal Institute
1500 W. Cypress Creek Road, Suite 103
Fort Lauderdale, FL 33309
T 954-229-0499 F 954-229-0498

Online Registration Link: <http://www.appraisalinstitute.org/education/SouthFlorida.aspx>

If you have any questions, please e-mail sfchap@bellsouth.net or call 954-229-0499

Register Online

South Florida Chapter of the Appraisal Institute, 1500 W. Cypress Creek Road, Suite 103, Fort Lauderdale, FL 33309
T 954-229-0499 F 954-229-0498 E sfchap@bellsouth.net Website: southflorida-ai.org

[Click here to unsubscribe](#)