

The Appraisers' Appriser

January 2012



President's Message James Walsh, MAI



As this is my first "President's Message", I'd like to start by saying it's an honor to serve as your Chapter President. The Appraisal Institute is "your" organization and this is "your" Chapter. There are unbelievably generous, experienced, intelligent people who are available to help you. But, you need to help yourself. You need to participate. Like I said, this is your organization, but that means you have a responsibility as well to contribute to the betterment of the organization.

Why are you in this business? The easy answer is "to make a living", but there are other ways to make a living. For the people who serve the Chapter, they are not doing it for the money. Did you know that the original purpose of the formation of the American Institute of Real Estate Appraisers was "to restore confidence in real estate"? Not just real estate appraisal, but all real estate. I don't want to get preachy, but what we do matters. What we do fills a vital role in the functioning of our society. Take pride in what you do, which means do a good job and be proud of your contribution to society.

One of the things I would like to accomplish this year is to move back to the "old days" when the Institute was more of a networking organization. I am open to any ideas that people have on that subject. One of the ideas I have is to arrange for a few Chapter outings to Marlins games. With a new stadium opening this year, I would like to arrange for group tickets. The Chapter would buy these tickets and make them available to members for purchase on a first come first served basis. One of the items of feedback we have received from our members is that they would like activities in which they could bring their families. In this case, spouses, significant others and children would all be welcome. I would love to see people start relationships this year that would extend for a lifetime.

I would like to see all of those non-designated members who are fairly close to their designations, finish up whatever remaining requirements they have. This is an initiative of the National organization, but it starts at the Chapter level. In 2013 the Institute will introduce a new category of membership, Candidate for Designation. I want all of you associates/candidates to know that we are available to assist you in whatever way we can. Last year our Chapter handed out eight designations (plus another that will be handed out in January), which was a great accomplishment. It would be great to exceed that number this year.

Similar to most industries and professions, the appraisal profession has experienced financial duress over the last few years. The significant decline in associate members has reduced revenues on National and Chapter levels. The National organization has taken very strong steps to reduce costs in order to limit future dues increases and maintain or build reserves. The new National office location resulted in substantial savings in rent

Editor: Wayne Lewis

2012 Officers and Directors

President

James Walsh, MAI

Vice President

Val Chiasson, MAI

Secretary

Albert Armada, MAI

Treasurer

Trisha Guarnieri, MAI

Directors thru 2012

Michael Brady

Scott Powell, MAI

Robert Scherer, MAI

Armando del Valle, SRA
(Past President)

Directors thru 2013

Carolyn "Lynn" Bodor, SRPA

Carlos "CJ" Ortiz

D. Robert Willson, MAI

Directors thru 2014

Carlos Gobel, SRA

Virginia Guido, SRA

Region X Representatives 2012

James Walsh, MAI

(2012 Chapter President)

Albert Armada, MAI

Val Chiasson, MAI

Ann Marie McCarthy, MAI

2013

Robert Gore, SRA

Trisha Guarnieri, MAI

Carlos "CJ" Ortiz

Alternates 2012

Timothy Andersen, MAI

Gregory Becker, MAI

C. Kevin Bokoske, MAI

Michael Brady

Michael Cannon, MAI, SRA

Armando del Valle, SRA

Robert Gallaher, MAI

Carlos Gobel, SRA

Robert Scherer, MAI

Claudia Vance, MAI

President's Message-Cont.

James Walsh, MAI



(what a concept, a real estate organization that actually took advantage of the current economic climate to negotiate a favorable lease). Chapter dues have been held at the same level for the past three years (the dues were raised in 2008 after about twenty years of remaining flat). Our total membership has declined from 619 members in 2007 to a current level of 525 members. The Chapter continues to diligently control its operating costs. Keep in mind that the Chapter revenues come primarily from two sources: dues and educational offerings. To the extent that we can generate revenues from education, it reduces the pressure to increase your dues. Please keep that in mind when you are considering your options for education credits.

Consistent with the past several years, the hard work of Claudia Vance as the Education Chair and our two outstanding Executive Directors, Debra McClave and Judy Curtis, has resulted in an excellent schedule of educational offerings for 2012. The annual schedule is available on the Chapter [website](#). In addition, we will keep you apprised of upcoming offerings in each newsletter.

The **Chapter Meeting and Installation** will be at the **Boca Country Club on January 20, 2012**. There will be a three hour seminar presented by William Pittenger, MAI, SRA, entitled **Lessons From The Old Economy: Working In The New**. A cocktail reception will follow the seminar. Please join us for the meeting and installation of the new officers and directors. I look forward to seeing you there.

James Walsh, MAI

2012 Chapter President

jim.walsh@cushwake.com



2012 dues invoices are available online. Printed invoices will only be mailed to members who have not chosen the "Go Paperless" option.

There are four convenient ways to pay:

Online - [Log in to your My AI Account](#) and choose "My Dues Invoice" on the left to pay by check, debit or credit card.

Phone - Service Center Representatives can take your debit or credit card payment over the phone. Call 888-7JOINAL (888-756-4624) Monday - Friday, 7 a.m. to 6 p.m. CT.

Fax - Complete and send your invoice to 312-335-4292.

Mail - Send the bottom portion of your invoice to: Appraisal Institute Remittance Center, 97498 Eagle Way, Chicago, IL 60679.

New Payment Plan Option

New for 2012, members who choose the payment plan option will have their dues balance broken up into monthly installments. To learn more about the new payment plan schedule, [click here](#).

http://www.appraisalinstitute.org/myappraisalinstitute/my_dues.aspx

Awards & Designations - Nov. 4 Meeting



Armando del Valle, SRA, 2011 Chapter President presenting Jesse Vance, MAI, SRA with AI Lifetime Achievement Award



D. Keith McQuaid, SRA; Rick Orozco, SRA; 2011 President, Armando del Valle, SRA; Deiky Vergel, SRA; Greg Becker, MAI; Jose Ortiz, MAI



Armando del Valle, SRA, 2011 Chapter President presenting Val Chiasson, MAI with AI Outstanding Service Award

Education

Claudia Vance, MAI



Goodbye 2011: Hello to 2012 and better times ahead! 2011 was a period of dealing with changes in the general economy, to business operations, and in personal finance. Nevertheless, through it all, Debra McClave and Judy Curtis persevered in their duties as Executive Directors to keep our chapter on track with providing superior appraisal education. Fewer registered trainees and certified appraisers resulted in lesser demand for courses and seminars, yet Debbie and Judy expertly marketed our offerings to successful results with full classes. Our membership should be aware that high attendance is not the norm nationwide. We are truly fortunate in having these dedicated ladies with our chapter.

To understand the past and gain perspective on the future, William Pittenger, MAI, SRA will present a seminar at the Chapter Meeting and Installation called **Lessons from the Old Economy: Working in the New**. The three hour program will explore the role of forecasting in both residential and commercial appraisals and how to support opinions. Discussions on the most impaired property types will be included, and on how their futures are projected. Governmental action or inaction steers the course to the next phase of the market. The seminar will conclude with an economic and real estate forecast. The afternoon will be filled with thought provoking facts and ideas to get us moving in 2012.

As of July 17, 2011, the **Supervisor/Trainee Roles & Rules seminar is no longer a requirement to renew your Florida license** by November 30, 2012. Therefore, the two required seminars are USPAP (7 hours) and Florida Law (3 hours). The South Florida Chapter will present five offerings of these two seminars in 2012. They will be held on the same day to make the most of your time in meeting the State of Florida requirements for recertification. These required seminars will be held in Miami-Dade, Broward, and Palm Beach counties. Since the South Florida Chapter has presented, and will offer many high quality courses and seminars for continuing education during the 2010 - 2012 state renewal cycle, we will not offer 30 hour packages for this renewal cycle. Appraisers in South Florida have several options to take the 10 required hours, but please plan to attend our offerings. Our chapter has only two sources of income: dues and education. If our chapter wants to remain as it is, we need your support by choosing to attend our courses and seminars.

Our education calendar, which is included in this newsletter, is filled with seminars for residential and commercial appraisers, as well as courses for general certification. As discussed in the last newsletter, registration for any of the Appraisal Institute MAI advanced education courses requires an attendee to pass a **Diagnostic Test**. The timing of the testing and the requirements on chapters to present the advanced courses currently make it problematic for chapters to schedule them. The Appraisal Institute will schedule the advanced courses around the country, with more details forthcoming.

All the best for a bright New Year!

Claudia Vance, MAI

Education Chair

vanceval@att.net

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



Important!

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

Residential Seminars for 2012

Submitted by Sandra Adomatis, SRA, Vice Chair of National Education Committee

Thinking Outside the Form: Tools, Techniques, and Opportunities for Residential Appraising March 14, 2012

Ways to broaden your client list beyond mortgage work. Did you ever think about what life would be like without a 48-hour turn time and a fee that is similar to 1995 fees? Well, this is the seminar for you! It will provide you with some different ways to support adjustments or solve appraisal problems for a variety of clients. A new look at the restricted use report and clients who might benefit from the report will engage some thoughts about developing new client types. The Residential Applications seminar is a good follow-up to this seminar.

Residential Applications: Using Technology to Measure and Support Assignment Results June 4, 2012

Simple Excel concepts for solving appraisal problems. Bring your laptop loaded with Excel 2007 or 2010 and receive a template that provides some great ways to support adjustments and trends using MLS data. I've used the pivot tables to prove the 1004MC trends are skewed, prove adjustments, and/or solve client's consulting questions. This seminar provides ways to step up the quality of your reports without extensive verbiage or time in analyzing data.

Not registered, sign up today!

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



AI® Connect
Where people & ideas come together.

2012 Appraisal Institute Annual Meeting

Save the date!

**August 1 - 3
Loews Coronado Bay Hotel
San Diego, CA**



Find us on
Facebook

The South Florida Chapter is on Facebook!
Keep up-to-date on education, chapter news,
meetings, awards, designations, photos, etc.

<http://www.facebook.com/pages/South-Florida-Chapter-of-the-Appraisal-Institute/75308994486>



Education Schedule 2012 South Florida Chapter



Date	Offering	Instructor
January 20, 2012	Chapter Meeting and Installation of Officers & Directors Boca Country Club, Boca Raton <i>Lessons from the Old Economy: Working in the New</i> 3-Hour Seminar	William Pittenger, MAI, SRA
Jan. 25-28, 2012 SOLD OUT	General Appraiser Report Writing & Case Studies Courtyard by Marriott Cypress Creek, Ft. Lauderdale QE 30-Hours, CE 17-Hours	Alan Blankenship, PhD
February 15, 2012	An Appraiser's Introduction & Overview of the U.S. Hotel Industry—A.M. , 3-Hour Seminar Hotel Market Studies & Valuations-Using HVS Hotel Valuation Software—P.M. , 4-Hour Seminar Courtyard by Marriott Cypress Creek, Ft. Lauderdale	Stephen Rushmore, MAI Stephen Rushmore, MAI
March 9, 2012	7-Hour National USPAP Update—A.M. 3-Hour Florida Appraisal Law—P.M. Courtyard by Marriott Cypress Creek, Ft. Lauderdale	Bob Gallaher, MAI Tim Andersen, MAI
March 14, 2012	Thinking Outside the Form: Tools, Techniques and Opportunities for Residential Appraising , 7-Hour Seminar Courtyard by Marriott Cypress Creek, Ft. Lauderdale	Mark Smeltzer, SRA
April 13, 2012	Appraising the Appraisal: Appraisal Review General 7-Hour Seminar Courtyard by Marriott Cypress Creek, Ft. Lauderdale	Vincent Dowling, MAI, SRA
April 16-19, 2012	General Appraiser Income Approach, Part 1 Courtyard by Marriott Cypress Creek, Ft. Lauderdale QE 30-Hours, CE 17-Hours	Vincent Dowling, MAI, SRA
April 20, 2012	Chapter Meeting Fort Lauderdale Marriott North, Ft. Lauderdale Introduction to Land Valuation 3-Hour Seminar	Vincent Dowling, MAI, SRA
May 7-8, 2012	Valuation of the Components of a Business Enterprise—Professional Development Program Valuing Intangible Assets <i>Fundamentals of Separating Real and Personal Property from Intangible Business Assets</i> 15-Hour Seminar (including 1 hour exam) Courtyard by Marriott Cypress Creek, Ft. Lauderdale	David Lennhoff, MAI, SRA
May 18, 2012	7-Hour National USPAP Update—A.M. 3-Hour Florida Appraisal Law—P.M. Hilton Garden Inn, Palm Beach Gardens	Tim Andersen, MAI Pat Birch

Continued....



Education Schedule 2012 South Florida Chapter



Date	Offering	Instructor
June 4, 2012	<i>Residential Applications: Using Technology to Measure and Support Assignment Results</i> , 7-Hour Seminar Courtyard by Marriott Cypress Creek, Ft. Lauderdale	Sandy Adomatis, SRA
June 9, 2012	<i>7-Hour National USPAP Update—A.M.</i> <i>3-Hour Florida Appraisal Law—P.M.</i> Florida International University, Miami, FL	Vincent Dowling, MAI, SRA Pat Birch
June 22, 2012	Chapter Meeting Location—TBA 3-Hour Seminar—TBA	
July 18-21, 2012	<i>General Appraiser Report Writing & Case Studies</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale QE 30-Hours, CE 17-Hours	Alan Blankenship, PhD
August 24, 2012	<i>7-Hour National USPAP Update—A.M.</i> <i>3-Hour Florida Appraisal Law—P.M.</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale	Bob Gallaher, MAI Tim Andersen, MAI
Sept. 10-13, 2012	<i>General Appraiser Income Approach, Part 2</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale QE 30-Hours, CE 17-Hours	Daniel Hrabko, MAI
Sept. 14, 2012	Chapter Meeting Location—TBA 3-Hour Seminar—TBA	C. Kevin Bokoske, MAI
October 12, 2012	<i>7-Hour National USPAP Update—A.M.</i> <i>3-Hour Florida Appraisal Law—P.M.</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale	C. Kevin Bokoske, MAI Pat Birch
Nov. 26-Dec. 2, 2012	National Programs—Questions? Contact Jimmy Driskill @ 312-335-4221 <i>General Demonstration Report-Capstone Program</i> TBA, Ft. Lauderdale	Facilitators: TBA
Dec. 7, 2012	<i>Business Practices & Ethics</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale 4-Hour Seminar	Vincent Dowling, MAI, SRA
Dec. 10-13, 2012	<i>General Appraiser Market Analysis and Highest & Best Use</i> Courtyard by Marriott Cypress Creek, Ft. Lauderdale QE 30-Hours, CE 17-Hours	William “Otto” Spence, MAI

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

Questions?

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

Membership News



Jose Ortiz, MAI



The MAI designation, for me, represents a mark of excellence in the field of real estate valuation and analysis. I wanted to set myself apart and show my clients that I have gone the extra mile in order to demonstrate professional knowledge, understanding and ability in the real estate valuation profession.

The MAI designation required a long term commitment from me and my family. I am extremely grateful for my family's patience and understanding during all the countless days and hours studying for the comprehensive exam and writing the demonstration report. I also was fortunate to have worked for and be working with some of the best designated members in the profession, who were instrumental in me achieving the MAI designation. I would also like to thank Debbie and Judy at our local chapter, who both were extremely helpful through the designation process.

The designation process was, without any doubt, a challenge. However, it has been an incredible learning experience and well worth the time and effort. I would recommend anyone seeking their designation to speak to their local chapter and begin the process as soon as possible. The process should be looked at as a learning experience and not an obstacle.



David Gell, ASA, SRA



Designated membership counts! It counts to users, it counts to my professional colleagues and it counts a great deal to me. Our clients believe in our credibility due to our "in-house testing service", resulting in designations. Designations are important to our colleagues because communication is much easier with those of similar educational experiences and levels of expertise. And for me, after many years on hiatus, it is always a great feeling to set a goal and accomplish it. It's nice to be back with AI and my many friends.

Thank you for your support, guidance and camaraderie throughout the years.



In 2011 the Appraisal Institute honored 38 members from 9 regions. Region X recognized 11 honorees in 2011, and 7 were from the South Florida Chapter!

Volunteer of Distinction is a member recognition program that honors members for their volunteer service to the Appraisal Institute, to the real estate valuation profession and their local communities. Each month, the Appraisal Institute will recognize one honoree in each Region as a Volunteer of Distinction. Any member may make a suggestion to their chapter executive director.

Please join us in congratulating the following honorees from the South Florida Chapter in 2011:

Robert Gore, SRA - February 2011
Joel Greenberg, SRPA, SRA - May 2011
John Underwood, MAI, SRA - July 2011
Mike Brady - September 2011
Claudia Vance, MAI - October 2011
Joe Price, MAI, SRA - November 2011
Michael Slade, MAI, SRA - December 2011

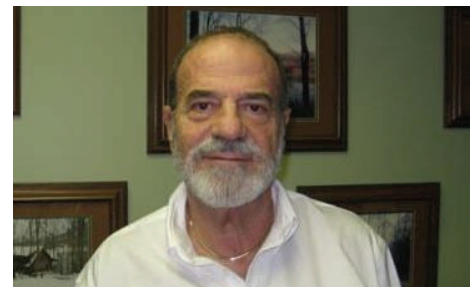
To learn more about the Appraisal Institute's member recognition program, and read individual news releases, please visit: www.appraisalinstitute.org/membership/VolunteerOfDistinction.aspx



Claudia Vance, MAI



Joe Price, MAI, SRA



Mike Slade, MAI, SRA



Armando del Valle, 2011
Chapter President, presenting
John Underwood, SRA, MAI,
with the Volunteer of
Distinction award at our
November 4th Chapter meeting

**Congratulations to all of our
Volunteer of Distinction recipients.
We're honored to have you as members!**

New Designated Members

Jose Ortiz, MAI
David Gell, SRA

Designated Members Transferred

Richard Singerle, MAI, RM from Puerto Rico/
Caribbean

Member Status Changes

Peter Goodell, MAI Retired

Welcome New Associate Members

Val Chiasson, MAI Residential
Anthony Bonet General
Paul Merritt General
Raul Soto, III Residential
Periklis Synanidis General
Alejandro Puente General

Associate Members Transferred

Paul Love General, from East Florida
Tyrone Taylor General, from Northeast Florida

In Memoriam

Carlos Claudio Dominicci, SRPA

It is with a deep regret and sorrow that we inform you that Mr. Carlos Claudio Dominicci passed away on November 23, 2011. He was the Vice President of the Equitable Life Assurance Society of the United States of America in charge of the commercial mortgage department. He devoted his life to expanding the real estate appraisal profession in Puerto Rico. The industry will miss one of its great contributors.

Submitted by Jorge Mas Ramirez, MAI



<http://www.facebook.com/pages/South-Florida-Chapter-of-the-Appraisal-Institute/75308994486>

Congratulations!

The South Florida Chapter is pleased to announce:

Michael Slade, MAI, SRA, was appointed Chair of the Professional Practice Compliance & Enforcement Committee (Ethics & Counseling).

Val Chiasson, MAI, was appointed to serve on the 2012 Annual Meeting Advisory Group. This group works closely with staff coordinating the 2012 Annual Meeting in San Diego, CA on August 1-3, 2012 at the Loews Coronado Bay Hotel.

Nominating Committee

The selection of a five-member nominating committee will be completed at the **January 20, 2012 Chapter Meeting and Installation**. This committee is charged with preparing a slate of nominees for the position of 2013 officers, directors and regional representatives of the South Florida Chapter.

The current president, James Walsh, MAI, will appoint one committee member and the Board of Directors will appoint one committee member. The Chapter membership will nominate the remaining two members at the Chapter Meeting and Installation on January 20, 2012.

WE NEED YOU! If you are interested in serving the chapter, please go online and complete the [Chapter Leadership Resource Registry](#).

http://www.appraisalinstitute.org/membership/ai_volunteer.aspx

Armando del Valle, SRA

Chair, Nominating Committee

armando@AdelValle.com

Register Today for the January 20, 2012 Installation of Officers/Directors & Chapter Meeting at the Boca Country Club

2012 Chapter Leadership

President: James Walsh, MAI
Vice President: Val Chiasson, MAI
Secretary: Albert Armada, MAI
Treasurer: Trisha Guarnieri, MAI

Directors 2010-2012

Michael Brady
Scott Powell, MAI
Robert Scherer, MAI
Armando del Valle, SRA—Past President

Directors 2011-2013

Carolyn “Lynn” Bodor, SRPA
Carlos “C.J.” Ortiz
D. Robert Willson, MAI

Directors 2012-2014

Carlos Gobel, SRA
Virginia Guido, SRA

Region X Representatives 2011-2012

Albert Armada, MAI
Val Chiasson, MAI
Ann Marie McCarthy, MAI
James Walsh, MAI (2012 Chapter President)

Regional X Representatives 2012-2013

Robert Gore, SRA
Trisha Guarnieri, MAI
Carlos “C.J.” Ortiz

Region X Representatives 2012 Alternates

Timothy Andersen, MAI
Gregory Becker, MAI
C. Kevin Bokoske, MAI
Michael Brady
Michael Cannon, MAI, SRA
Armando del Valle, SRA
Robert Gallaher, MAI
Carlos Gobel, SRA
Robert Scherer, MAI
Claudia Vance, MAI

FREAB General Meetings

- Thursday and Friday, February 2 & 3, 2012
- Monday and Tuesday, April 2 & 3, 2012
- Monday and Tuesday, June 4 & 5, 2012
- Monday and Tuesday, August 13 & 14, 2012
- Monday and Tuesday, October 1 & 2, 2012
- Thursday and Friday, December 3 & 4, 2012

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. The department endeavors to minimize paper usage in all our business practices.

Region X Government Relations

Nicholas Pilz, SRA, Chair

There are two rule changes to 61J1, that went into effect in December 2011. Both are summarized below:

Effective Date 12/11/2011

61J1-4.010 Supervision and Training of Registered Trainee Appraisers.

(1) through (4) No change.

~~(5) When supervising any aspect of the appraisal process, a supervisory appraiser shall train or supervise registered trainee appraisers located in:~~

~~(a) The county where the supervising appraiser's primary business address is located and registered with the Department; and~~

~~(b) Any county contiguous to the county where the supervisory appraiser's primary business address is located and registered with the Department.~~

~~(5)(6) No change.~~

Effective 12/20/2011

61J1-7.0065 Signatures on Appraisal Report and Certification.

(1) Each appraiser signing a certification of an appraisal report must sign the certification with the name that the licensee has registered with the Department. A signature may be represented by a handwritten mark or a digitized image controlled by a personal identification number, password, or other security feature. A facsimile signature may be either affixed by hand or electronically by computer software. An appraiser shall at all times maintain direct control of the appraiser's signature.

(2) An appraiser shall develop and maintain a written method by which his or her signature shall be affixed, for its security protection and the prohibition of practices that might discredit its use.

(3) An appraiser shall not grant blanket authority to another to affix the appraiser's signature to an appraisal report or other work performed by the appraiser. Any grant of permission to another to affix an appraiser's signature to an appraisal report or other work performed by the appraiser shall meet the following requirements:

(a) Be in writing;

(b) Extend only to one specific appraisal report; and

(c) Be maintained in the appraiser's work file.

New Rules and proposed rules are published to Florida Administrative Weekly found on www.flrules.org. The website allows users to sign up to receive notification of rule changes.

Should you have any questions concerning these rules, I am available via the contact information below.

Nicholas D. Pilz, SRA

Chair, Region X Government Relations

nicholas.pilz@grubb-ellis.com

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<http://www.appraisalinstitute.org/membership/join.aspx>

Committees

Associate Member	Denise Morales	dmorales@roeminor.com
By-Laws	Carlton Cole, MAI	carlton842@aol.com
Diversity	Mark Herold	mherold@andersoncarr.com
Education	Claudia Vance, MAI	vanceval@att.net
Finance	Trisha Guarnieri, MAI	Trisha.Guarnieri@colliers.com
Government Relations	Carlos "CJ" Ortiz	coz@msn.com
Membership Development & Retention	Val Chiasson, MAI	val@reafla.com
Newsletter	Wayne Lewis	wlewis@andersoncarr.com
Nominating	Armando del Valle, SRA	Armando@AdelValle.com
Public Relations	Paul Turner	pturner@roeminor.com
University Relations	Jennifer Smith	jsmith@cmdflorida.com

AI Board Approves Candidate for Designation Program for 2013

Following months of extensive deliberation and careful consideration of member feedback, The Appraisal Institute Board of Directors voted Dec. 13 to approve the proposed Candidate for Designation program, effective Jan. 1, 2013.

The Appraisal Institute Board of Directors in September 2010 announced a new strategic vision for the organization that will implement a sweeping transformation by 2016, moving the organization from its present professional association business model to a professional society business model. The Board's action will begin that transformation.

Under the Candidate for Designation program, the Appraisal Institute will consist of: Designated members, Candidates for Designation, and Affiliates (practicing and non-practicing), as newly defined. The program's emphasis will be on Designated members and those seeking to become designated. The proposed Bylaws implementing the program were sent to Appraisal Institute members Oct. 14. [Learn more about the program here.](#)

In 2012, current Associate members will have the opportunity to choose whether they wish to become Candidates for Designation or Affiliates, as newly defined. The program will begin Jan. 1, 2013. Notices regarding amendments to the AI Regulations, consistent with the new Bylaws, will be forthcoming.

Chapter Meeting, Nov. 4



Stu Fearer, SRA and Doug Waidelich, SRA



John Dalkowski, MAI; Michael Cannon, MAI, SRA;
Jesse Vance, MAI, SRA

Membership News

Associate Member Committee

Denise Morales, Chair

We held our last Associate Networking Event on Friday, October 21st at the Lost and Found Saloon in Miami. We had a great time! Thanks to everyone who attended. If anyone would like to submit ideas for our next event, please e-mail me at dmorales@roeminor.com. Stay tuned for our next event in 2012!

Happy New Year!



Associate Networking Event

Lost and Found Saloon, Miami
October 21, 2011



Job Board

Colliers International Valuation - Commercial Appraiser Trainee

Job Description: Immediate opening for appraiser trainee, working under the direct supervision of an experienced MAI appraiser. The position performs research, data collection and analysis, working toward the junior appraiser position and State-Certified Appraiser. Shared duties as office manager on temporary basis.

Location: Boca Raton

Requirements: Bachelor's Degree, preferably in real estate, finance, economics or related field; Appraiser Trainee License, or plans to complete the State Appraiser Trainee course in a timely manner.

Competency in Excel and Word, and the ability to adapt to various operating software systems.

Company: Colliers International Valuation & Advisory Services (CIVAS) is an established professional appraisal firm throughout the U.S., and is a global leader in real estate services with more than 15,000 professionals operating in 480 offices in 61 countries. The Lipsey Company and National Real Estate Investor magazine ranked Colliers International as the world's number two commercial real estate brand. Professionals are employees of our company, receiving a full range of benefits, 401K, education reimbursement allowance, and select other benefits for certain qualifying team members. We're looking for an enthusiastic, energetic professional looking for long-term advancement. Our compensation structure is geared toward individual and team success, encouraging all to pull from the same end of the rope.

Contact: Ed Carlson, MAI, 561-922-3937; ed.carlson@colliers.com

Job Board

Position Name: **Senior Real Estate Analyst/Appraiser—Integra Realty Resources**

Location: Broward County &/or Stuart (Martin Co.), FL

Description: We will look to you to play a key role in the completion of both simple and complex appraisal and consulting assignments with minimal oversight. Advanced experience with several of the major property types (multi-tenant office, retail, industrial, and multi-family) is required. Strong Discounted Cash Flow modeling experience using Argus is required for this position. Designated MAI's or candidates on track to complete the requirements for the MAI designation will be considered. Experienced valuation professionals interested in leveraging the resources of a top tier national firm while gaining local and national exposure to both single property and portfolio level assignments will thrive in this position.

Compensation: Full benefits with dues paid, competitive fee split, health and disability insurance, 401k, and education allowance.

Requirement:

- Strong Argus skills are required
- Strong Self Starter
- Advanced Writing Skills
- Advanced Analytical Skills
- Strong Communication Skills
- Advanced Microsoft Office skills

Contact Information

Name: Scott M. Powell, MAI, MRICS, Managing Director-Miami/Palm Beach

Email: spowell@irr.com

Position Name: **Junior Real Estate Analyst—Integra Realty Resources**

Location: Broward County &/or Stuart (Martin Co.), FL

Description: The junior level position is well-suited for those with 2-3 years of relevant real estate experience. Ideally, you will also possess strong analytical and written communication skills and a strong financial background through previous work experience or completion of real estate related coursework. Here is an opportunity to explore your interest in commercial real estate while gaining valuable experience and exposure.

Compensation: Full benefits with dues paid, competitive fee split, health and disability insurance, 401k, and education allowance.

Requirement:

- Strong Self Starter
- Advanced Writing Skills
- Advanced Analytical Skills
- Strong Communication Skills
- Advanced Microsoft Office skills
- Argus skills a tremendous plus but not required

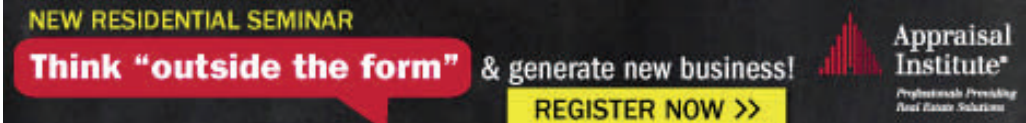
Contact Information

Name: Scott M. Powell, MAI, MRICS, Managing Director-Miami/Palm Beach


Email: spowell@irr.com

Job Board

- Position Name:** **Real Estate Analyst Trainee—Integra Realty Resources**
- Location:** Broward County &/or Stuart (Martin Co.), FL
- Description:** The successful candidate will have the ability to complete various tasks, projects & assignments, in connection with commercial real estate valuation and consulting assignments. The applicant will learn to navigate, manage and search our extensive database. They will help with market research and conduct various surveys for project analysis and problem solving for the client. The analyst will be trained on Integra's proprietary software to assist our appraisers with the estimation of cash flow, discounted cash flow models, analyses of comparable sales and cost analyses.
- Responsibilities:**
- Research and analyze market data and comparable transactions
 - Utilize Integra's data base and valuation systems
 - Assist senior real estate valuers to estimate rental values, highest and best use, perform lease abstracts, and participate on special tasks and portfolios
 - Conduct market surveys and research
- Knowledge/Skills:**
- Detail oriented
 - Strong communication skills, both written and verbal
 - Ability to work either autonomously and as a team member
 - Excellent time management skills with the ability to balance multiple complex assignments with varying deadlines
 - Advanced understanding of MS Office and Excel
- Compensation:** Full benefits with salary plus bonuses, health and disability insurance, 401k, and education allowance.
- Requirement:** MBA or MS in Real Estate or Finance is desirable. An undergraduate degree is required. BS or BBA will be given preference, but BA in related studies is acceptable.
- Name:** Scott M. Powell, MAI, MRICS, Managing Director-Miami/Palm Beach
- Email:** spowell@irr.com



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South Florida Chapter Meeting & Installation

Lessons from the Old Economy: Working in the New

Friday, January 20, 2012

Instructor: William Pittenger, MAI, SRA

This three-hour program includes a look at what led to and resulted from the Great Recession, the broadest, deepest and most severe economic and real estate downturn since the Great Depression of the 1930s—over 70 years ago. We'll explore what went wrong and discern some lessons from the collapse and how we might apply those lessons going forward. We'll look at and learn to understand the signals the market was sending and explore some ways we, as appraisers, might have responded differently.

In the seminar, we will explore the role of forecasting in both residential and commercial appraisals and learn to get behind the numbers. We'll discuss some of the most impaired property types and what the future looks like.

Finally, we'll explore regulation and the role of government and conclude with an economic and real estate forecast.

This seminar will be of significant relevance to commercial and residential appraisers, as well as lenders and others affiliated with the lending and appraisal industries.

A **cocktail reception** will immediately follow the seminar. **The cocktail reception is included in the chapter meeting registration.**

If you are not attending the chapter meeting the cocktail reception fee is \$25.

Registration—Lessons from the Old Economy, January 20, 2012

Name: _____

Firm: _____

Address: _____

City: _____ State: _____ Zip: _____

E-mail (Required): _____

Phone: _____ Fax: _____

State License #: _____

Payment must accompany registration: Visa MasterCard AMEX Check

Card #: _____ Exp. Date: _____

Name on Card: _____

Online Registration Link:

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

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](#)

Location
Boca Country Club
17751 Boca Club Boulevard
Boca Raton, FL 33487

Friday, January 20, 2012

Registration: 11:45 a.m.

Luncheon/Seminar: 12:00 - 4:00 p.m.

Cocktail Reception: 4:00 - 6:00 p.m.

Menu: See choices below

Continuing Education:

Appraisal Institute, 3-Hours

FREAB, 3-Hours, 0008912

TUITION

\$75 Member/Early

\$100 Non-Member/Early

\$90 Member after 1-12-12

\$115 Non-Member after 1-12-12

Choice of Meals:

- ◆ Rotisserie Chicken-Rosemary Balsamic Sauce
- ◆ Lemon Poached Salmon-Dill Sauce

Complimentary self parking

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