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*Professionals Providing
Real Estate Solutions*

*The
Wisconsin
Chapter*

MESSENGER

<http://www.wisai.com>

SEPTEMBER 2017

PRESIDENT'S MESSAGE

Katie Thompson, MAI, AI-GRS

The 2018 Wisconsin Chapter Board has been voted in by the members. Congratulations to new directors: Pierce Buchinger, Robert Quam, Jr. MAI, Leah Murphy, MAI, and Bill Dreyer, SRA (starting January 1, 2018).



I am certain my prior message regarding the proposed Resolution for Resignation (Resolution) of the national leadership and the CEO was unsettling to some. Background information was provided to all members in an unbiased manner; however, I understand it is time consuming to get up to speed on all of the national issues.

Most importantly, the main argument of the writers and supporters of the Resolution is a lack of transparency from our national governing body to its members/chapters. I felt it was important that you were given an opportunity to voice your opinion regarding the organization that you pay dues to, and from which many have spent countless hours earning a

professional designation. I will continue to inform the Wisconsin Chapter membership of proposed changes locally and nationally and direct you to the appropriate platform to voice your opinion.

The Resignation Resolution was presented to our region and several national representatives at the Special Region III Meeting on August 15th. The initial Resolution was denied and a second resolution was passed to provide more time and information to members on the recommendations for restructuring the Appraisal Institute governance. At the Third Quarter National Meeting on August 24-25th our CEO, Fred Grubbe, turned in his resignation. Jim Amorin has been appointed by the Board as acting CEO. The Appraisal Institute will immediately begin a search for a new CEO.

The Resolution may have been excessive, sought prior to exhausting other means of communications. However, it did serve to elevate to the attention of the national leadership our desire for more details and involvement in the governance restructuring process.

On the surface the “in-fighting” looks bad. Seen through another lens, the recent turmoil provides clear positive proof that our association is filled with large groups of people who are passionate about what they believe is the best for you, the member, and the AI as a whole. I will take passion over apathy.

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2017 OFFICERS & DIRECTORS

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Office Hours:

8:00 a.m. - 5:00 p.m. Monday - Friday

TREASURER'S REPORT

The Chapter funds as of 8/31/17 are:

Primary Checking Account:	\$7,745.73
Money Market Account:	\$52,166.84
 Total funds balance:	 \$59,912.57

BOARD MEETING MINUTES

July 18, 2017

Katie Thompson called the meeting to order at 11:31 a.m. at the Milwaukee Athletic Club, 758 N. Broadway, Suite 810, Milwaukee, WI 53202.

Members Present

Katie Thompson, Garrett Warner, Hank Schneider, Curt Kolell, Cherie Laffin, Elizabeth Goodman Schneider, and Ryan Sikorski. Jorge Barreiro, Art Sullivan, Kevin Duman, and Erik Hanson joined via teleconference. Guests in attendance included Ed Potter via teleconference. Staff members present included Doug Stangohr.

Approval of Minutes

Minutes from the 4-21-2017 board meeting were approved.

Treasurer's Report

Financials were reviewed and approved.
Motion made by Hank Schneider
2nd by Garrett Warner

Education Report

Discussion of 2017 offerings that have taken place and upcoming offerings including Real Estate Finance, Value and Investment Performance; Core Logic/Marshall and Swift Cost Seminar; USPAP Update; and Year in Review Symposium. Discussion of potential 2018 offerings including Uniform Appraisal Standards for Federal Land Acquisitions (Yellow Book), USPAP, and residential offerings.

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BOARD MEETING MINUTES CONT.

Committee Reports

- a. Finance
 - Discussion of WAM contract, social programing and internet marketing
- b. Nominating Committee
 - Election Results – 2018 Board Members
 - Officers: Kevin Duffman (President), Garrett Warner (Vice President), Erik Hanson (Treasurer), Cherie Laffin (Secretary)
 - New Board Members: Leah Murphy, William Dryer, Robert Quam, Pierce Buchinger
- c. Government Relations Committee
 - No Updates

National/Regional Update

- a. Discussion of International Accounting Standards
- b. Discussion of Proposed AI Governance Changes
 - Restructure of AI to streamline and become efficient
 - National to run education
 - Consolidation of Chapters
- c. 45 Day Notice – Practicing Affiliates and timelines for candidacy

New/Old Business

- a. LDAC
 - 2018 LDAC will be attended by Erik Hanson (3rd Year), and Cherie Laffin (2nd Year). Discussion of nomination process for next 1st year participant.
- b. General Membership Meetings
 - Discussion of dates/locations for meetings and valuation socials
- c. Year in Review 2017
 - Discussion of possibly having LDAC style event
- d. Director Interests
 - Questions and/or concerns

Adjournment

Meeting adjourned at 12:48 p.m.
 Motion made by Cherie Laffin
 2nd by Hank Schneider

Submitted by Erik Hanson, Chapter Secretary

JOINT LETTER

Katie Thompson, MAI, AI-GRS

AI Opposes Commercial Appraisal Threshold Increase

SUMMARY: The OCC, Board, and FDIC (collectively, the agencies) are inviting comment on a proposed rule to amend the agencies’ regulations requiring appraisals of real estate for certain transactions. The proposal would increase the threshold level at or below which appraisals would not be required for commercial real estate transactions from \$250,000 to \$400,000.

AI is taking a strong stance against the proposal to increase the appraisal threshold. I would like to encourage all Members to click on the link and voice their concerns about raising the current threshold. [Click here.](#)

The Appraisal Institute and the American Society of Farm Managers and Rural Appraisers jointly sent a letter August 18 to the Office of the Comptroller of the Currency, the Federal Deposit Insurance Corporation and the Federal Reserve opposing a proposed rule to raise the appraisal threshold level for commercial real estate loans. Read the joint letter.

New USPAP is Here – Order Today Get the Print and PDF for the Special Combo Price of \$99



The 2018-19 USPAP is now available in enhanced print and electronic versions, with a special combo price of \$99. The Combo includes both the print and PDF versions in one package.

The introductory price is a savings of \$51 and will only be available until December 31, 2017!

Don't miss this special rate - visit our store to order today!

PRESIDENT'S MESSAGE CONT.

Katie Thompson, MAI, AI-GRS

Hours of volunteer time by highly regarded members have been given to make the AI stronger and more resilient to our ever-changing work and regulatory environments. The Appraisal Institute continually asks for your feedback regarding the Governance Restructure Project Team Recommendations (Recommendations). You can submit feedback at this link:

https://www.myappraisalinstitute.org/strategic_initiatives/governance_structure.aspx

The Recommendations are only suggestions at this time. Some, none, or all may be implemented. Based on our by-laws, a 45-day notice will be required for any changes to the existing governance structure. In speaking with Leslie Sellers, a member of the Governance Restructure Project Team, he indicated that there was a misunderstanding that the Recommendations were a done deal: "This plan will almost absolutely have substantive changes prior to vote consideration in my assessment...Whether they (National) get the feedback and send it back to the project team for reconsideration on certain points, or just make the changes themselves, it will likely go back out to notice given the subject matter. They may even send a second proposal (changed) out just for feedback only just to hear what members think."

Nationally, the Appraisal Institute is in a very strong financial position with reserves at a historic high of \$13.4 million, approximately \$12 million unrestricted. National staff has been reduced from 130 to 90 positions and continues to tighten its belt. National leadership is committed to seeking opportunities to safe guard the future of the Appraisal Institute amidst powerful competition and regulatory pressures. At this time, the AI, and its membership, is in a position of power and can take its time to figure out the best path forward. Intentional, purposeful changes made to the organization and its policies today will serve us better over time than changes made out of necessity and desperation in the future.

The Wisconsin Chapter maintains a secure financial position with appropriate reserves, an efficient operating budget, competent management, and a strong volunteer core. The Chapter will carry-on the lobbying efforts at the various governmental levels on your behalf. Your chapter board will evolve and adapt to continue to provide you with high quality educational and networking opportunities.

During this transitional time we have the ability to provide feedback on the proposed changes and give thought to what our chapter and our national organization should look like and how it should work for us in the future.

Best Regards,

Katie Thompson

2017 President Wisconsin Chapter of the AI

In light of Hurricane Harvey, the AI Relief Foundation (AIRF) would like to help chapters in promoting the availability of relief assistance as well as the ongoing need for donations. Watch a short video about the AI Relief Foundation (AIRF) here:

<https://www.youtube.com/watch?v=JMApWGfYJ4c>.



The AI Relief Foundation
is a not-for-profit
organization that
provides emergency
assistance to
appraisers in need.

Please help this worthy cause.

Donate Today

Chapters may wish to donate or raise funds for the AI Relief Foundation. Donations can be made online, via fax or mail. For more information on how to donate, please go to <http://www.airelief-foundation.org/>.

LEADERSHIP DEVELOPMENT & ADVISORY COUNSEL LDAC 2016

Erik Hanson, MAI



Three Representatives of the AI Wisconsin Chapter, Garrett Warner, MAI, Erik Hanson, MAI, and Cherie Laffin, MAI, attended LDAC in Washington, DC, in May of 2017.

Day One included an opening session and legislative update to prepare for the lobbying effort the next day on Capitol Hill. The opening session was followed by a reception for all attendees.

Day two began with two breakout discussion sessions. In the afternoon, we traveled to Capitol Hill to lobby for appraisal related issues. This year's issue was once again appraisal regulatory modernization. The Wisconsin delegation met with representatives of Senator Tammy Baldwin and Senator Ron Johnson's offices to discuss the issue.

Day three included two additional breakout discussion session and a closing session. A discussion panel about government and multi-family appraisals, and automated appraisals and collateral underwriting was presented by Wayne Nygard, MAI – Division Chief US Department of State; Marty Skolnik, MAI – Director of Multi-Family Appraisals at Freddie Mac; Zach Dawson – Director of Collateral Policy and Strategy at Fannie Mae; Nicholas Hufford, MAI – Chief Appraiser, US General Services Administration. LDAC leaders summarized the discussion topics and the Appraisal Institute Board of Directors gave updates and took questions from members.

ROUND TABLE DISCUSSIONS

Besides the lobbying component, LDAC includes round table breakout sessions to discuss topics impacting our profession. This year's topics and a brief summary included:

Professional Branding – Steve Henry, MAI.

- Who we are, what we are
- What can AI do for the SRA
- Getting our clients to understand our value
- Social media and updates to AI website
- Customer service
- Selling the uniqueness of our industry/profession

Generalist vs. Specialist – Julie Battaglia, MAI, AI-GRS

- Poll of participants – specialists or generalists
- Consulting vs. appraising
- Why or why not specialize

- Types of specialties
- Where are we headed as an industry
- Would certifications in specialty properties help

How to Connect to New Appraisers – Travis Henry, MAI

- Challenges to owners
- Challenges to trainees or new appraisers
- How and where to find new appraisers
- General lack of knowledge about our industry

Creating a Framework for the Future – Melissa Downing, MAI

- How do we recruit new members
- Technology changes
- Consolidation of Chapters
- Where are we going and what do we want to see

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WHAT IS LDAC?

Erik Hanson, MAI

The following is a summary of LDAC from the Appraisal Institute website:

“The Leadership Development & Advisory Council (LDAC) is a group of dedicated appraisers who come together once a year in Washington, D.C., to formulate solutions to problems and challenges faced by the appraisal profession. LDAC strives to foster creative thought from talented individuals involved in the real estate appraisal profession while developing future leaders of the Appraisal Institute. LDAC also establishes an “appraiser-presence” in Congress and demonstrates that the Appraisal Institute is made up of professionals who recognize the importance of being actively involved in the political process.”

Each year approximately 100 appraisers from the United States and beyond attend LDAC. Participants are chosen through a formal application process conducted by AI National.

LDAC is led by a Chair, Vice Chair, and four discussion leaders. All of the leaders were LDAC participants who were then elected by their peers to continue in future years to lead the group. The convention consists of general meetings, breakout discussion sessions, lobbying of congress, and of course networking with fellow appraisers.

The National Board of Directors also attend LDAC and help keep participants informed of the current issues the Appraisal Institute is facing.

Why Attend?

- Keep informed of current appraisal and legislative issues.
- Give a voice to our Wisconsin Chapter and bring ideas from other chapters back to our board.
- Get to know the National Board of Directors.
- Meeting and networking with appraisers from all over the country. Everyone from single appraiser offices to directors of national appraisal firms attend LDAC.
- Receive up to 45 hours of Appraisal Institute CE

Requirements to Attend

In order to attend LDAC, the national office requires participants to be a designated member of the Appraisal Institute or an active candidate for designation. During the

application process, they will look for participants who are active in their local chapters. This means those who are on committees, board of directors, and chapter officers. National asks for a commitment to attend for three consecutive years. We as a chapter prefer to sponsor LDAC members who are participating members of the board of directors and want to take the next step in becoming chapter officers. As a first year attendee you will be there with two other chapter members, one second year and one third year.

Chapter Sponsorship and Approximate Costs

The approximate costs to attend LDAC are as follows:

LDAC program fee =	\$600
Airfare (direct from Milwaukee) =	\$600
Hotel (3 nights)	\$1,100
Meals (\$100 per day)	\$300
Total	\$2,600

Airfare may vary depending on the airline and promotions at the time of booking. Some participants will travel to LDAC a day or two early for sightseeing and museum tours. This would obviously increase hotel expenses. A minimal continental breakfast is included each day. Lunch and dinner are on your own.

Our chapter has budgeted to send three LDAC participants each year at a cost of \$2,000 each. The sponsorship is to be used for the program fee, airfare, and hotel. The total out of pocket expense would be around \$300 to \$500.

Dates and Location of LDAC 2018

LDAC 2018 will be held at the Hyatt Regency on Capitol Hill in Washington D.C. This is the same location as the 2017 conference. Dates have been set for May 16-18, 2018.

Deadlines

We ask that you submit a short summary of why you want to attend LDAC in 2018 by October 30, 2017. Please email responses to Chapter President Katie Thompson kpthompson@charter.net

ROUND TABLE DISCUSSIONS CONT.

During the closing ceremony, Steve Henry, MAI, was elected 2018 Vice Chairperson of LDAC and 2019 Chairperson. Kelly Yeatts, MAI, from Virginia was selected as the Ted Anglyn award winner for outstanding first year participant. MAI Rodman Schley, MAI, from Denver will be 2018 chair.

The 2018 discussion leaders will be Charles Baker, SRA, AI-RRS; Jeffery Harris, MAI; Michael Lamb, MAI, SRA, AI-GRS, AI-RRS; and Jacinto Munoz, MAI, SRA, AI-GRS, AI-RRS. All of the discussion leaders selected for 2018 were third year participants in this year's event.

In closing, we would like to thank you for sending us to represent our chapter. LDAC is a unique opportunity to obtain leadership training, network with appraisers from around the country, and lobby on Capitol Hill for important appraisal related issues. Over the past few years our chapter has sponsored three attendees; with a first year, second year, and third year attendee.

IN MEMORY:

Philip R. Cook found peace on Monday, June 5, 2017, at age 59. He was the dear father of Nicholas Cook (Tiare Castro); former husband of Lori Mlinar; and dear brother of Hugh (Sandy) Cook, Linda Cook (Patrick Ostrenga), John Cook, and Charles Cook. Philip was a graduate of UW-Madison and was a dedicated employee of American Appraisal in Milwaukee, (now Duff and Phelps) for over 35 years. Mr. Cook has been a member of the Wisconsin Chapter since 1987. He was actively working towards the MAI designation

MEMBERS SPOTLIGHT - NEWLY DESIGNATED MEMBERS

Congratulations to **Gary Holt, MAI, SRA** for receiving his MAI designation in June. We asked Gary to write about himself and give out some advice on getting a designation.

I have been working with JC Norby & Associates since 1994 (23 years). We perform all types of valuation appraisals and other real estate services. I concentrate on commercial and industrial properties primarily, including larger multi-family improvements. I also complete several vacant land parcel appraisals each year for a variety of lender and non-lender clients.

I don't tend to specialize in any genre in particular, but have completed a number of motel/hotel appraisals over the past several years.

I had several individuals encouraging me to complete my designation over the past few years, as I had contemplated giving up my pursuit of the MAI as I was not able to pass one part of the comp exam after several attempts. It was their support that helped me finally get over the hump.

I would suggest for any other appraisers considering a designation, to do it early in their careers and not to wait like I did, as it gets tougher with each passing year to not only find the time to study and complete the requirements, but also the ambition to do so. I received my SRA in 2000 and thought it would take a year or two to earn my MAI after that. Well, 17 years later and a lot of tests and review classes, I finally earned the MAI as well.

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Online Education: Learn at your own pace anytime, anywhere, http://www.appraisalinstitute.org/education/online_education.aspx. Top-notch Appraisal Institute courses and seminars come straight to your desktop with online education! Learn from any computer anywhere, whenever you have time. It's easy, convenient and a great way to get the education you want. Check out the current course listing now!

MEMBERS SPOTLIGHT - NEWLY DESIGNATED MEMBERS CONT.

Congratulations to Sandra Anderson, MAI, AI-GRS for recently receiving her general review designation. We interviewed Ms. Anderson about her career.

a. Where do you work/how long have you been there?

I started my appraisal career in 2005 with the USDA Forest Service as an apprentice appraiser. I am now a Qualified Review Appraiser.

b. How/who got you started in the business?

In 2003, after graduating with an associate's degree in business management, I started working for the Forest Service in a temporary position. My then supervisor learned I was planning



on going to school and work towards an appraiser license. She introduced me to the lands and appraisal field within the Forest Service. In 2005, after graduating with a bachelor's degree in business management, I began working as an Apprentice Appraiser working on the Green Mountain National Forest in Vermont and

later on the Chequamegon-Nicolet National Forest in Wisconsin. I received my Wisconsin state certified general license in 2009, the MAI designation in 2013 and recently the AI-GRS. I am now a Qualified Review Appraiser working out of Wisconsin for Region 9 of the Forest Service.

c. How has your business changed since you started?

Most of the properties I appraised were not located in my back door and I would have to travel to them. When I started, the sales data was not always available electronically and there was a lot of time spent in courthouses and realtors offices searching for comps. Today, the data is more accessible and a lot of the research can be done in the office. With easier, obtainable data, there is more support for quantitative and qualitative adjustments.

d. Explain what type of valuation work you do, what you prefer to specialize in

I am not a fee appraiser and work solely for the USDA Forest Service. The properties I have appraised and reviewed range from small vacant lots to large timberland properties, improved and vacant commercial properties, lake and river front properties, and conservation easements. My favorite type of property to appraise is legally landlocked parcels. I have performed work in Illinois, Indiana, Michigan, Minnesota, Missouri, New Hampshire, New York, Ohio, Pennsylvania, Vermont and Wisconsin.

e. Who/what influenced you to get your designation?

Associating myself with a great mentor and numerous appraiser peers has helped me continue my drive to succeed to better myself in the appraisal profession. During my apprenticeship I was able to work with many different review appraisers and was able to see different aspects of appraising. Each person I worked with always had kind words and constructive criticism which fueled my desire to better myself professionally. They encouraged me to work towards the MAI and AI-GRS designations.

i. Advice for others on the path:

Have an obtainable goal and work hard for what you want. Associate yourself with other appraisers who are on the same path as yourself and don't let obstacles keep you from achieving what you had set out to do.

f. Any personal information you wish to share:

I grew up in northern Wisconsin on a ranch and dairy farm on the shores of Lake Superior and currently reside in the woods of the Upper Peninsula of Michigan. My work allows me to travel to numerous areas and to see a lot of beautiful properties. My favorite part is being able to be home with my husband and two, very beautiful, little girls (my very biased opinion) and a very spoiled dog. I enjoy all forms of skiing, running, hiking, ice hockey, gardening and spending quality time with my family.

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MEMBERS SPOTLIGHT - NEWLY DESIGNATED MEMBERS

Congratulations to David Greenhalgh, MAI for recently receiving his MAI designation.

a. Where do you work/how long have you been there?

I work for L.A. Duesterbeck & Associates and have been working for them since graduating college in 2010.

b. How/who got you started in the business?

Growing up my uncle had a long career as an architect and project manager for real estate developments. Through discussions with him about the business I always felt that real estate was a potential career path for me. As I got older and became heavily involved in the Real Estate Program and Real Estate Club at UW-Madison I realized I had a strong passion for real estate and that a career in real estate would be a good match for my skill set. Got a job out of college doing commercial real estate appraisal and the rest is history!



c. How has your business changed since you started?

Less distressed property valuation and more new development/prospective valuation as the market has rebounded from the most recent economic downturn.

d. Explain what type of valuation work you do, what you prefer to specialize in:

I appraise commercial property of all types with a personal preference in leased retail and industrial properties.

e. Who/what influenced you to get your designation?

Always was a long-term career goal of mine as I knew it would

lead towards a more thorough understanding of real estate valuation and serve as a tremendous learning experience to draw from.

i. Advice for others on the path:

Don't allow yourself to be overwhelmed by all of the requirements that need to be met. Set annual goals in terms of meeting requirements and set aside ample time to do so. Also don't be afraid to reach out to your Appraisal Institute Advisor if you have questions as they are a great resource.

f. Any personal information you wish to share:

1. Hometown – Sauk City, Wisconsin
2. Where you attended college/degrees – UW-Madison
3. Hobbies – Pick-up basketball, traveling, attending concerts and sporting events

**CONGRATULATIONS TO OUR
NEWEST DESIGNATED MEMBERS**

New Designations
Congratulations to all of the newly designated Wisconsin Chapter members:

Rebecca A. Masik-Cannady, SRA, AI-RRS
Chudnow Druck Valuation, Inc.

Gary J. Holt, MAI, SRA
JC Norby & Associates

Lindsey Marie Sampson, MAI
Associated Bank

Miriam Weitkum, MAI
Chudnow Druck Valuation, Inc.

Cherie A. Laffin, MAI, SRA
Scott Williams Appraisal Inc.

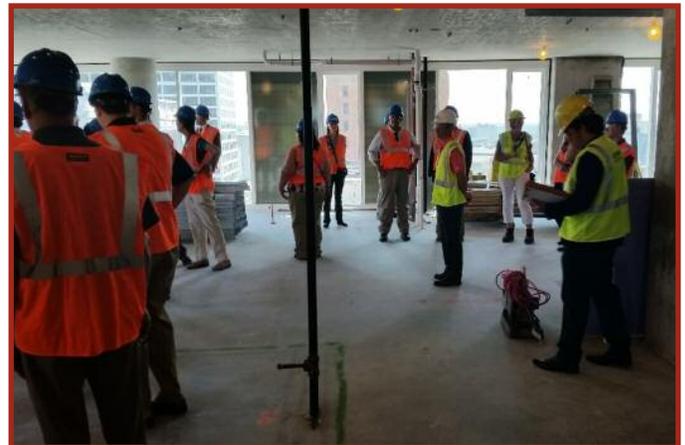
CONGRATULATIONS 

EVENTS

The Wisconsin Chapter of the Appraisal Institute's 14th Annual Condemnation Symposium held at Marquette University Law School was attended by over 130 appraisers and attorneys on May 18, 2017. Dominic Landretti, MAI, AI-GRS and S. Steven Vitale, MAI pictured presenting case studies on a partial taking. Thank you vonBriesen, Marquette University Law School, and Marquette University College of Business Administration for your sponsorships.



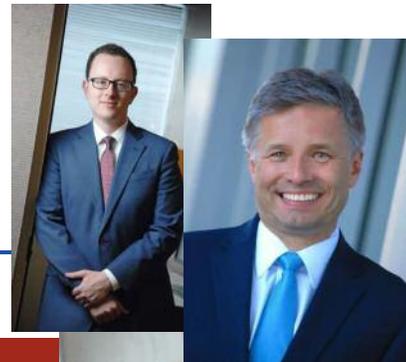
A special thank you to our presenters: Marian J. Barnes, MAI, SR/WA, Nicholas J. Boerke, H. Duane Harlow, Dominic Landretti, MAI, AI-GRS, Alan Marcuvitz, Lawrence Nicholson, MAI, H. Stanley Riffle, J.J. Rolling, John Rolling, SR/WA, Art Sullivan, MAI, SR/WA, R/W-AC and Art Sullivan, MAI, SR/WA, R/W-AC.



July 18th, 30 members of the Wisconsin Chapter of the Appraisal Institute toured Northwestern Mutual Real Estate's 925,600-square-foot, 34-story, mixed use development under construction at 777 North Van Buren, Milwaukee. Rich Severson of C.D. Smith Construction Inc., and Kevin Kennedy, Director of NWM Real Estate Investments lead the tour.



Austin Kuttruff, Hank Schneider, Dean Larkin, Duane Debelak, and Ryan Sikorski (L to R) enjoying a perfect Wisconsin day during the Chapter's architectural boat tour education and social valuation event on July 18th. Thank you BMO Harris for your sponsorship.



3 Great Events - All On 1 Day

October 5, 2017



Core Logic/Marshall & Swift

12:30pm - 5:00pm

11801 W Silver Spring Drive, Suite 200, Milwaukee, WI 53225

This class will teach a little about CoreLogic / Marshall & Swift research methods and will also teach about cost methodology in a simple to follow format allowing users to quickly apply newly learned techniques. The Marshall Valuation Service is the basis of how many of our other commercial products operate. (MVS, CCE, CE, SE, MSVP)

At the conclusion of this course, users will have a basic understanding of how Marshall & Swift researches its costs and will also teach users how to navigate quickly throughout the manual, recognize critical cost adjustments, work with mixed use occupancies, distinguish between similar occupancies and their quality rank, what profits are included and how much, mixing calculator and segregated cost methodologies.

Register here: <http://www.myappraisal institute.org/education/default.aspx>

Professional Portrait Sitzings

5-10 Minute Private Sessions for \$60

As a service to our members, WCAI has made it quick and easy for you to obtain the professional business photographs you need to promote your individual or company professional image. Professional headshots are perfect for websites, social media & marketing needs. Swing by the WAM offices at 4:30 p.m. before heading over to the Valuation Social and work with the award-winning Lila Aryan Photography. Lila is able to bring out the best in her clients. Over the past 27 years Lila has specialized in portraiture, photographing everyone from Bud Selig, Bette Midler, Jaime Fox, Judy Collins, and Magic Johnson to companies like Brady Corp, Alverno College, and Columbia St. Mary's.

This group negotiated price includes a fully edited proof along with complete digital rights.

View Lila Aryan's work: <https://www.lilaaryan.com/persons>

Register here: <http://www.myappraisal institute.org/education/default.aspx>

Valuation Social

A casual networking event organized for members of the Appraisal Institute to get to know each other.

Starts at 5:30pm • RSVP to Angela Kwasny akwasny@wi.rr.com

ABV Social • 11200 W Burleigh Street, Wauwatosa, WI 53222

For more information and to register, visit www.wisai.com

EDUCATION



**Appraisal
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7 Hour National USPAP Update

TUESDAY, OCTOBER 24, 2017

Instructor: Steve Stiloski, MAI

This one-day update course, copyrighted by The Appraisal Foundation, focuses on recent changes to USPAP requirements for ethical behavior and competent performance by appraisers. The course, which clarifies several commonly misunderstood aspects of USPAP, will aid participants in all areas of appraisal practice seeking updated competency in USPAP, including those subject to state licensing or certification and continuing education requirements imposed by professional organizations, client groups, or employers.

8:00 – 8:30am	Registration
8:30 – 8:40am	Welcome and course announcements. Introduction to the course
8:40 – 9:40am	Why and How USPAP Changes are Made - The Result of Exposure
9:40 – 9:55am	Break
9:55 – 12:15pm	Rationale for and Impact of the 2016-17 Changes to USPAP
12:15 – 12:45pm	Lunch
12:45 – 2:35pm	A Practical Look at Advisory Opinions
2:35 – 2:50pm	Break
2:50 – 4:30pm	Myth of Fact - Discussion Questions

CONTINUING EDUCATION CREDIT

• Appraisal Institute - 7.0 Hours • State of Wisconsin - 7.0 Hours • Assessor Credit - 7.0 Hours

SEMINAR WILL BE HELD AT:

WCAI Chapter Office, 11801 W. Silver Spring Dr. #200, Milwaukee, WI 53225

For more information and to register, visit www.wisai.com