

**Appraisal
Institute™**

*Professionals Providing
Real Estate Solutions*

Appraisal News

Northern California Chapter of the Appraisal Institute

PRESIDENT'S MESSAGE

Greetings Colleagues! The leaves have begun to change colors, our kids and grandkids are back to school, and all are planning their Halloween costumes for the end of the month. So, if it's OK for our kids to go back to school, it is also mandatory that we adults continue to "Learn if we want to Earn." I recently watched an interview of Rudy Giuliani (former Mayor of New York City) who stated that in order to be successful or a leader – independent learning (outside the college classroom) must continue for your lifetime. He believes that no matter the walk of life, we must continuously prepare ourselves for the future. What have you done to prepare for your future this week?

I am amazed with the prospective trainees who want to enter our industry. Many have Master Degrees and PhD's. I know I am so very humbled when they call and interview me for an opportunity. For experienced appraisers, the time is right to bring in a trainee who is capable of getting up to speed in a rather short period of time. In fact, at the September Workshop and Social, I was able to introduce more than 12 potential trainees for both the residential and commercial

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Standards of Professional Practice - Part C

**October 24-25 - Carr America
Conference Center, Pleasanton**

Course 430 is designed for members of the Appraisal Institute and appraisers who have successfully completed Courses 410 and 420. It provides an update of changes to the Uniform Standards of Professional Appraisal Practice (USPAP) and the Appraisal Institute's Code of Professional Ethics and peer review system. Discussion examples show how USPAP applies to situations encountered in everyday appraisal practice.

Designated members who attend the entire course

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2002 Annual Fall Conference Friday, November 15

Our 52nd Annual Fall Conference will be held on Friday, November 15 at the San Francisco Marriott. Below is a brief look at several breakout sessions from which you will have to choose:

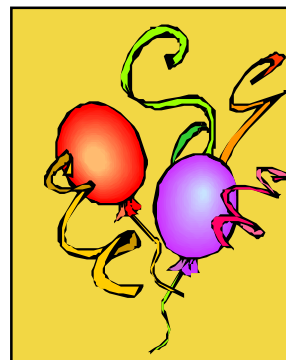
The Assessment Appeal Process - How Does It Work?

Questions concerning taxes and assessments are raised in most real estate transactions. Taxation is an indirect yet significant controlling device affecting estimates of value. It is important for those engaged in the real estate business to know how the "AP" Process works. The Assessor is required by state law to assess all assessable property in the County at 100% of market value. This includes homes, factories, boats and airplanes, oil and mineral rights, beehives and mink farms (just to give a few examples). The session will consider assessment appeal issues from the Assessor's point of view, the Appraiser's strategy, and the taxpayer.

Appraisal Institute Commercial Database: *AppraiserLoop*

Come learn all about the Appraisal Institute's Commercial Database, or LoopAppraiser, directly from LoopNet representatives. Topics covered will include how to contribute and input sales or rental data, the point system for contributing and purchasing sales and rental data, and how to access the commercial database and the many other data sources available on-line through AppraiserLoop. The panelists will also discuss the "ownership" of real estate data and confidentiality issues with contributing data to the database. Don't miss this hands-on opportunity to learn how to leverage the extensive data sources available through AppraiserLoop and the Appraisal Institute's Commercial Database.

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INSTALLATION CELEBRATION

Saturday - January 11, 2003

**SUNOL VALLEY GOLF CLUB
Cocktails, Dinner & Dancing**

LEGISLATIVE UPDATE

What's NEW from the OREA? Renewal Applications - Get Yours In Early

Due to an extremely heavy volume of recent applications, the current time required to process applications has increased significantly. Since processing time could take up to 90 days, OREA strongly recommends that you comply with their regulations and submit your complete renewal application at least 90 days prior to the expiration date of your current license, in order to avoid a period of time when you are unlicensed.

California Kills 'Opt In' & Governor Rejects SB1866 to Move the OREA California's Senate Bill 773 dealing

with consumer privacy and "opt-in" mandates was defeated at the end of the 2002 session. Real estate appraisers would have been exempted from the proposed law. Public opinion polls showed overwhelming support for the bill and many state legislators and consumer advocates vow that the issue is not dead. Either a new bill will be resurrected in the 2003 legislature or eventually the issue may find its way onto a statewide referendum.

A bill that did pass unanimously at the end of the California legislature's 2002 session was Senate Bill 1866, which places the Office of Real Estate Appraisers

in the Department of Corporations. The legislation also establishes a Real Estate Appraisal Study Committee to study and discuss issues relating to the use of appraisals in the areas of making loans and investments. California Appraisal Institute chapters lobbied hard for the section of the bill reassigning OREA's direct oversight, which will take OREA from its current status directly under the Business, Housing and Transportation Agency and have it reporting to the Department of Corporations, a unit within the agency. As the bill states, the intent for making this move is for "the purposes of economy and efficiency." The bill was sent to Gov. Gray Davis for his signature. The Governor chose not to sign SB1866 stating "I cannot support this legislation because of the provision that would allow the DOC to use a particular fee source for unrelated program purposes." The California Government Relations Subcommittee will continue to discuss this issue at their meeting scheduled for October 19.

President

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sides of the business to other attendees. By next spring, we hope to put on a workshop demonstrating how experienced appraisers can train a new appraiser and still run a profitable business. Watch for details.

Your Board of Directors is ecstatic to announce that each of the goals which we formed last fall has been reached. We are amazed, energized and making wonderful and positive improvements on the Chapter level. If you see a Board Member at an upcoming event, please take the time to recognize their contributions to a very successful year. This was a true testimony of planning our work as a chapter...then working our plan. My personal thank you to all who have contributed to the success of our 2002 expectations. This year we have awarded 10 new members with their MAI designations and received applications for 46 new associate members and 15 new affiliate members. At the October Board of Directors Meeting, the Directors voted not to raise chapter dues for 2003. Due to the success of our 2002 education programs and our continual monitoring of expenses, dues will remain at \$240 for Designated Members, \$190 for Associate Members and \$160 for Affiliate Members for 2003. Chapter members who want a copy of the budget should contact Lisa Estes at lisa@norcal-ai.org.

During the previous 9 months, I have

met so many members (and potential members) who have been jazzed about our "Learn & Earn" seminars - most attendees have commented that this is information which they will be able to use in their office the next day. Many thanks go to Greg Rinehart, MAI, our 2002 Seminar Chair. Quite a few of our course attendees are so enthusiastic about our profession that after attending their first course they are now attending our workshops and seminars. Thank you Jeff Enright, MAI, for providing such an aggressive and timely schedule of courses. This year the Northern California Chapter has offered more educational programs since the debut of licensing/certification. During the first 9 months of 2002, over 1,000 real estate appraisers have attended our courses, seminars and workshops.

For those who have travel on their mind, we have National Meetings scheduled in Chicago. The meeting dates are November 7-12. One of the primary topics will be the of discussion will be the "60-Day Notice" as posted to the Members Only section at <http://www.appraisal institute.org>. If you have any issues regarding any of the items, you need to "speak now or forever hold your peace."

Recent instructor Ted Anglyn, MAI, (Analyzing Operating Expenses) joined Scott & Karen Mann, SRA, on the boat "Reel Estate" in the Delta. It was a fun day of fishing by all. Next year don't forget to sign up early for your place on the boat, and an opportunity for "tax deductible" networking. Fish on!

I want to remind you to send in

your reservations for the mega-event of the year - the **Annual Fall Conference**. There has been an incredible amount of advanced interest in this year's event. Conference Chair Neal Lacativo, SRA, and his committee are finalizing details for the 12 dynamic breakouts that will be featured. The 2002 conference has been advertised in the Appraisal Institute's National Publication (Valuation Insights & Perspectives). Register by fax, online or by regular mail. I look forward to seeing many of you on this day of learning and networking opportunities.

Soon Vice President Neil Lefmann will be sending out the 2003 Committee Preference Form survey. This is your opportunity to volunteer to serve on a chapter committee and share in the chapter's success. Any amount of time and talents that you can share will make a difference.

This is a reminder that the days of low interest rates are upon us but this too shall pass. It is vital that you continue to retool your education and continuously prepare yourself for the future, whatever that may bring. The minute the interest rates increase, we could have a "different ball game" and life may not be as rosy, unless you prepare yourself for alternate opportunities. It's your choice; and knowing most of you, you will choose wisely.

- See you at the Fall Conference
Karen J. Mann, SRA, ASA

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2002

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NEWS FROM NATIONAL

National Meetings Set for November 7-12

The Appraisal Institute's Fall Committee and Board of Directors' meetings will take place at the Westin River North in Chicago November 7 – November 12. Hotel information, a schedule of the meetings and registration forms are available at www.appraisal institute.org/membership/meet_events.asp. Questions may also be directed to Gianna Mavros at 312/335-4224 or gimavros@appraisal institute.org.

60-Day Notice for November Meeting Posted on Web Site

Summary descriptions and the complete text of the 60-day notice are posted in the Members Only section of the national web site (www.appraisal institute.org). The Board of Directors will consider the following proposed amendments to the Bylaws and Regulations at their meeting in Chicago November 11-12:

◆ Amend Reg. 1 so that general associate members who opt for a mentoring review need only select two assignments for the review.

◆ Amend Reg. 1 to eliminate the requirement for a general associate member who fails the Comprehensive Exam three or more times to attend at least one Level II course chosen by the associate member and pass the related examination(s).

◆ Amend Reg. 1 to eliminate the additional requirements SRPA members must fulfill to obtain the MAI designation. If the proposal is approved, most SRPA members in good standing at the time the notice is voted on in November could exchange their SRPA for the MAI designation without meeting any further requirements, upon the sole condition of relinquishing their SRPA designation.

◆ Amend Reg. 2 to allow residential associate members who hold a bachelor's or graduate degree from an accredited college or university graduate or undergraduate program in real estate, real property valuation or finance to be considered to have met the requirements of Level I and II courses and examinations, except for the Standards courses and exams.

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Standards

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and successfully complete the examination will receive 16 hours of AI continuing education credit and fulfill their AI Standards requirement for the current 5-year cycle. Designated members who choose to take Course 430 for Appraisal Institute CE only (the exam is optional) will receive 15-hours of continuing education credit. Course 430 is also approved for 15-hours of OREA CEC (#97754C426) for licensed/certified appraisers seeking renewal credit with minimum attendance of 90%. Successful completion of the 430 exam is not required for OREA CEC. This course fulfills the OREA's requirement for 7-hours of USPAP re-certification credit. Note: Course 430 does not qualify for basic education credit toward initial licensing/certification.

The tuition fee is \$350 for Appraisal Institute members and \$400 for non-members. For additional details and registration information visit www.norcal-ai.org/html/events.html to download a copy of the registration brochure or to register online.

Join the Chapter's GROUP EMAIL Distribution

Email is one of the quickest and most effective ways that our chapter members can communicate with each other.

Have an appraisal related question?

Looking for comparable information?

The chapter's group email serves as a great information exchange. Chapter members who do not currently belong to the chapter's group email, are encouraged to send an email to: lisa@norcal-ai.org stating their intent to join!

Best of all – it's FREE!

NEWS FROM NATIONAL

60-Day Notice

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- ◆ Amend Reg. 1 and 2 to provide members greater flexibility in completing Standards courses requirements.
- ◆ Amend Reg. 7 to provide that the Chapter Services Committee report to the National Committee of Regional Chairs.
- ◆ Amend Reg. 7 to provide that the International Relations Committee report to the National Committee of Regional Chairs regarding representation within the governance structure of members whose office and/or residence is outside the United States.
- ◆ Amend Reg. 8 to allow chapter presidents to serve two consecutive one-year terms, but require the National Committee of Regional Chairs to approve any additional consecutive terms. (Currently the NCRC must approve allowing a chapter president to hold two consecutive terms.)
- ◆ Amend Reg. 8 to require that a chapter vice president serve as regional representative while in that office, if the chapter has at least one regional representative other than the president.
- ◆ Amend the Appraisal Institute's Guide Notes as recommended by the Appraisal Standards Council.

If you have an opinion regarding any of these proposed changes, please submit your thoughts in writing to lisa@norcal-ai.org. Your thoughts will then be relayed to the Chapter's and Regional leadership before the November National Meetings.

Computer Virus Alert

National has seen a high volume of computer virus activity recently among our membership. Since April, the national office email system has intercepted over 8,000 messages containing the "klez" virus. It is virtually impossible to pinpoint the source of the virus because "klez" masks the "From" field of the message with someone it finds in the address book of the infected person's computer. Here's how "klez" works:

- ◆ Joe has the "klez" virus on his computer. He has email addresses for John, Jane, and Mary in his address book.
- ◆ Joe's computer creates an email message with an attachment that carries the "klez" germ.

◆ From Joe's computer, "klez" sends the message to John and Jane, but makes it look like it came from Mary.

◆ John, who is running up-to-date anti-virus software, thinks Mary just sent him the "klez" virus and calls her. Mary knows nothing about it, is also running up-to-date anti-virus software, and her computer is clean. John and Mary are puzzled.

◆ Jane is either running old anti-virus software, or is not running any at all. She opens the attachment, thereby unknowingly infecting her computer.

◆ Joe and Jane are now both unaware their computers have the "klez" virus.

◆ The cycle repeats on Joe and Jane's computers.

In addition to infecting your computer, "klez" has some other potentially serious consequences should you contract it. It can scan files on your computer and place contents of any of those files in the email. So if you have a document on your computer that contains personal, confidential, or embarrassing information, that information could be e-mailed to anyone in your address book!

All members (if you haven't already done so) are strongly urged to take the following action:

1. If you don't have anti-virus software for your computer, install it immediately, following all the vendor's instructions. Then run a full scan of all files on your computer to be sure you are virus free, and always have it running in the background scanning files as they come in. If you're not sure what this means or how to proceed with this, go to a local computer store or contact a local vendor to assist you. If you need to, take this with you when you talk to your vendor.

2. Be sure to download the periodic (usually weekly) updates to your anti-virus software as soon as they are available. Many anti-virus software packages now do this automatically when you open your Internet connection. New viruses pop up constantly, and running anti-virus software with two-month old virus information won't protect you from new viruses.

By implementing these steps, you will protect yourself and others from computer viruses and their unfortunate consequences.

Changes in SPP Courses for 2003

In recent years, The Appraisal Foundation and its appraisal sponsors developed a 15 hour course on the Uniform Standards of Professional Appraisal Practice, which the Appraisal Institute has used for its Course 410. The Appraisal Foundation has now developed a seven-hour program on recent changes to USPAP for those who have already completed the 15 hour course. The Appraisal Institute will use this seven-hour program for a new Course 400.

An updated version of Appraisal Institute Course 420, which focuses on the Appraisal Institute's Code of Professional Ethics, is scheduled for release in 2003 to reflect recent changes to the Code. Due to the introduction of The Appraisal Foundation's seven-hour USPAP update, the Appraisal Institute's Course 430, which focuses on recent changes to USPAP and the Code, will be discontinued. However, in 2004 the Appraisal Institute will introduce a new Standards of Professional Practice Course 450 that will cover advanced topics and case studies in ethics and standards.

NEW for 2003 Course 400: A 7-Hour National USPAP Update Course

Effective January 1, 2003, real property appraisers must take the seven-hour National USPAP Update Course, or its equivalent, at least once every two years to maintain their license or certification. This program, developed for The Appraisal Foundation by the Appraisal Standards Board and the Foundation's appraisal sponsors, will be available to Appraisal Institute chapters as Course 400. This USPAP update is for students who have successfully completed the 15 hour National USPAP Course (Appraisal Institute Course 410). [The Northern California Chapter will be offering Course 400 in 2003. Be sure to check our website at www.norcal-ai.org for periodic updates as to when it will be scheduled.]

NEWS FROM NATIONAL

Changes to Members' Standards Requirements

Based on the creation of additional Standards of Professional Practice courses, the General Appraiser Council, Residential Appraiser Council, and Continuing Education Committee recommend changes to the Standards of Professional Practice course requirements that will give members greater flexibility in completing such requirements.

Under the proposed changes, members who have attended Courses 410 and 420, and passed the corresponding examinations, will be able to fulfill the Standards of Professional Practice Course requirement for their five-year cycles by attending Courses 400 (to be released in 2003) and 420, or Course 430 (to the extent it was or will be offered), or Course 450 (to be released in 2003), and passing any corresponding examination(s). Members may also fulfill the Standards of Professional Practice Course requirement for their five-year cycle by again taking Courses 410 and 420, and passing the corresponding examinations.

Appraisal Institute Covers the Globe

Before the end of the year, representatives of the Appraisal Institute will visit seven countries to attend real estate conferences and visit real estate organizations and valuers in Europe, South America and Asia. National AI President Thomas A. Motta, MAI, SRA, recently returned from a trip to Europe where he attended a meeting of the International Valuation Standards Committee in Brussels and the European Real Estate Summit in Rome. Bruce F. Wiley, MAI, represented the Appraisal Institute at the Union of Pan-American Valuation Organizations' conference in Buenos Aires, Argentina, in September.

In October President Motta will represent the Appraisal Institute at the Pan Pacific Congress of Real Estate Valuers and Counselors in Kuala Lumpur, Malaysia. The theme of the congress is "Expanding the Frontiers" and fits well with the recent efforts of the Appraisal Institute to expand the types of services designated members can provide. En route to Malaysia, he will stop in Guam to visit Appraisal Institute members. He also plans to meet with top government officials and lenders there to reiterate the importance of experienced, knowledgeable and ethical appraisers to the proper functioning of real estate markets.

Other representatives of the Appraisal Institute will attend the first International Commercial Real Estate Investment Forum in Beijing, China; the eighth annual Central European Real Estate Associations Network (CEREAN) Conference in St. Petersburg, Russia; and fall meetings of the European Group of Valuers' Associations (TEGoVA) and the International Real Estate Federation (FIABCI) meetings in Paris, France.

All of these activities underscore the continuing globalization of real estate and capital markets and the commitment of the Appraisal Institute to assist in the development of the real estate valuation profession around the world.

Newly Designed Designation Pins Are Available

The new designation pins, reflecting the new corporate design, are now available. Designated members can order the appropriate pin by downloading an order form on the "Designation Emblems" page in the Members Only section (www.appraisalinstitute.org). The form can be faxed to Mary Ann Pechous at the national office (FAX: 312/335-4200). The pins are \$15, plus \$2.50 for shipping and handling. Newly designated members will receive the new pin automatically upon designation (retroactive to July 1, 2002).

NEW! THE Dictionary of Real Estate Appraisal, 4th Edition

The new fourth edition of The Dictionary of Real Estate Appraisal is now available from the Appraisal Institute and, for the first time, a fully functional CD-ROM accompanies the book. While supplies last you can obtain a copy of The Dictionary for the introductory price of \$70.50 members / \$86.75 non-members. Add \$7 for shipping and handling.

The new Dictionary features hundreds of new and revised definitions of real estate appraisal terms, with special emphasis on terms relating to information technology, business valuation and the emerging field of international valuation. This appraisal classic also defines terms from many related disciplines, clarifying the differences between terms and how they are used by other business professionals. Now users can quickly search or browse through more than 5,000 dictionary entries on their computers and copy and paste definitions directly into appraisal reports and other business documents. This book-CD package is the perfect tool for busy appraisers, offering the depth and breadth of a comprehensive reference work and the convenience of a CD-ROM.

Get the latest word on the language of real estate appraisal on your bookshelf and on your laptop. Order your copy of The Dictionary of Real Estate Appraisal, 4th edition, book and CD-ROM, today.

To order your copy contact the Chapter Office at 925/932-7753 or order online at www.norcal-ai.org. Credit cards are accepted.

Computer Training for JUST \$50

For a limited time, the chapter will be selling Comp USA computer training vouchers for just \$50. Really, just \$50! Training courses are valued at \$195. If you have been thinking about increasing your computer skills, there is no better time than now. For a complete list of trainings in your local area visit www.compUSA.com. Choose from Word, WordPerfect, Excel, PowerPoint, Palm Pilot, Web Site Design, Access, ACT, and Quicken to name just a few. Contact the Chapter Office at 925/932-7753 for more details or send your check payable to: Appraisal Institute, 1243 Alpine Road, Suite 102, Walnut Creek, CA 94596 for \$50 per class. Classes are conducted at CompUSA Training Centers nationwide.

Do YOU Have an OPINION ?

IMHO (In my humble opinion) is a column in which our members have an opportunity to share their opinions and ideas. Views expressed are those of the writer and are not necessarily supported by the Appraisal Institute or its leadership. Direct any comments or if you would like to have your thoughts presented in this column to lisa@norcal-ai.org.

Conference

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Cross-Examination: How Attorneys Attack and How Appraisers Defend

During direct testimony in court, an appraiser presents data and analysis leading to his value conclusion. The members of a jury may not completely understand the appraiser's explanation, but they are likely to believe the appraiser is competent and has applied proper methodology. Cross-examination is the best means and sometimes the only avenue for the opposing attorney to discredit the appraiser's testimony.

The attorney may attack on many fronts, such as the witnesses' lack of experience for appraising the particular type of property being valued, the attorney may attack the appraiser's methodology, his or her lack of market support, the illogic of the analysis, the disregard of an important factor of value; perhaps the appraiser did not follow legal dictates, or his or her use of data was inconsistent; the attorney may use what the appraiser said in deposition that contradicts what he or she just said in court.

How does the attorney prepare for cross? How does he plan to exploit vulnerabilities? What types of exhibits might he use to emphasize that vulnerability? How does his perception of the appraiser's personality play into the tenor of the examination? Does the attorney set up the appraiser for his own witnesses' testimony later? How does the attorney show inconsistencies? Can the attorney present peripheral issues to exploit the appraiser's lack of knowledge to the members of a jury who might not understand that the questions are not central to the valuation? Can and should an attorney try to make the appraiser appear incompetent or to have made errors in judgment when such may not be the case?

The appraiser as expert witness states his opinion of value and his basis for the

opinion in his direct testimony. He recognizes that not only must his methodology be correct but that he must also present with clarity a reasonable description of how he arrived at his conclusions. Complicated concepts must be explained in a manner that members of the jury can understand or at a minimum that they can believe the appraiser sincerely and correctly conducted a proper analysis leading to the value conclusion.

In preparing for cross-examination what must the appraiser do to protect against the attorney's attack on his potential weaknesses? How can he hold the jury's faith in his means of valuing the subject property? What must he do to protect himself in areas that in deposition he did not offer strong or knowledgeable responses? How important is it that the appraiser not let the jury "see him sweat?" And how does the appraiser keep his emotions under control when in an obviously stressful segment of the cross? What does the appraiser do when he finds himself in a difficult situation, e.g., when the attorney asks a series of questions that the appraiser can't answer? This session on cross-examination is intended to address the questions set forth above.

Direction of the Profession

The demand for appraisal services is changing. More and more, clients are asking for services that relate to real estate, but they don't always need traditional appraisals. Now USPAP (and FIRREA) is allowing the client to set the scope of services. This is especially true for the financial services industry that because of intense competition is demanding less expensive and timely services. But many other clients are asking for the same thing: write less, consult more, and deliver faster. These clients need the expertise of competent individuals who can provide solutions to diverse problems in an objective, unbiased manner.

Come and hear the needs and requirements of today's clients. Find out what you need to do to properly and successfully

adapt your valuation services and provide solutions to meet these new client demands

Integrating Technology into Office Management

Got all the computer toys, but don't know how to make them work together? Join Jim McGahey to find out how to create the "virtual office". Don't just sit in your office clanging around in your cave; take your office on the road, and write your residential appraisal as you are inspecting your subject and comparables.

What? Your lost! Again!!! Get more out of that PDA or laptop than keeping track of your calendar and events. Turn your laptop or PDA into a GPS mapping system that will not only tell you where you are, but where to go, and audibly, how to get there. Missed the turn? Well, the software will reconfigure your location, and give you new directions to the next comparable.

Got to go back to the office to download your data? Wrong! Wire(less) your computer to the Internet and download that data on the go. Whether MetroScan, floodmaps....you name it, if it's on the Internet, you can get it while you go. Find out how cell phone technology can improve your computer efficiency and effectiveness.

Listen to Jim describe his "virtual office", and the equipment and software needed to make it happen. Whether cell phone, email account, PDA, laptop, printers, power inverter, fax and more, Jim's the quintessential end-user integrating all these toys for us.

Vendor & Career Fair

We are excited about the line up of participants for our Vendor and Career Fair. The following are just a few of the companies that will be representing their products and services at this year's Fall Conference:

- CD-Data
- MannTech Solutions
- Marshall & Swift
- Bradford Technologies
- Appraisal Enhancement Services
- Liability Insurance Administrators
- NDCData
- Accu-Image, Inc.

Registration Information

To receive information on this conference, or if you are interested in vendor or sponsorship opportunities, contact the Chapter Office at 925/932-7753 or visit www.norcal-ai.org. Be sure to check out our full page ad in the 3rd Quarter issue of VIP (Valuation, Insights and Perspectives).

MEMBERS IN THE NEWS

September was another month of stellar seminars!

Special thanks to Seminar Chair **Greg Rinehart, MAI**, and **Bruce Hahn, SRA**, for organizing two sold out seminars.

The Northern California Chapter was the first chapter in the nation to debut Alan Blankenship's *Effective Appraisal Writing Seminar*. The evaluations were outstanding. The chapter office is already receiving calls wanting to know when the seminar will be repeated again locally! Ted Anglyn's *Analyzing Operating Expenses* was another informative and well-received seminar. Thank you to **Dan Glasser, MAI**, for helping to register all 65 attendees!

Our *State of the Profession II* Workshop was standing room only.

Thank you to **Mitch Dunshee, MAI**, for taking the lead on the September program. Mitch was responsible for pulling together representatives from the OREA and Appraisal Institute, as well as our lobbyist, to inform members and non-members about the appraisal profession of today and tomorrow.

Janis Lassner, SRA, handled registering over 60 attendees!

Special thanks to **Claudia Carleton, MAI**, Examinations Committee Chair and four members of the Examinations Committee for proctoring the recent General Comprehensive Examination. **Chuck Wells, MAI**, **Frank Schmidt, MAI**, **SRA**, **Jason Maderis, MAI**, and **Peggy Darnall, MAI**, all volunteered their time to help our General Associate Members complete another step in their quest toward designation.

Looking for Appraisers Who Want National Clients: AI Direct Connection

AI Direct Connection is up and running and needs to hear from members who want to get connected to national clients! The Appraisal Institute initiative focuses on the ordering, management and delivery of both residential and commercial real estate appraisals and related services. It was launched in the spring and continues to see a steady increase of assignments going to Appraisal Institute members. "I received my first assignment from AI Direct Connection - the fee was in line with my local market and the order had good instructions covering what was needed in the report," reports Danny K. Wiley, SRA, of Nashville, Tenn. Sign-up is free and only takes a few minutes. For more information, go to:
<http://www.aidirectconnection.com>.

MEMBERS ON THE MOVE

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ATTENTION: Newly Designated Members!

New members are reminded to send their "Member Profile" to the Chapter Office, c/o Lisa Estes, lisa@norcal-ai.org upon notification of receiving your designation. In addition, a professional quality photo should accompany your submission. All profiles are printed on a first come, first printed basis. Isn't it time that you are recognized for your achievement? Submit your profile today!

AGENDA FOR ASSOCIATES

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"Associates" continued on page 9

ATTENTION ALL MEMBERS: KEEP US POSTED!

If you have recently moved, received a new phone, fax or e-mail, please submit your updated information in writing to the Chapter Office. Your assistance in helping us keep your mailing and phone information up-to-date is greatly appreciated, plus it allows us to help others get in touch with you. When making an address change, please indicate if the update represents your business or home address and whether it is your preferred mailing address.

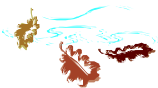
Did you know that you can update your address information with the National Office on-line?

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**Crossing the Line:
Home Mortgage
Fraud Seminar
December 4 – Modesto**

Back for a third time this year! This newly developed 4-hour seminar will be presented at the Red Lion Inn on Sisk Road in Modesto on Wednesday, December 4. This timely seminar presented by Dawn Molitor, SRA, will help real estate appraisers as well as brokers, investors and mortgage originators recognize predatory practices in their local markets. Although predatory lending practices primarily involve those involved in the residential side of the business, they can also be found in commercial real estate transactions.

The Sierra Branch Chapter will be hosting a networking social with complimentary beverages and appetizers for seminar attendees. For registration on either the seminar or social, contact the Chapter Office at 925/932-7753 or visit www.norcal-ai.org (education).



**Appraisal Consulting:
A Solutions Approach
for Professionals**

A New Seminar Coming to the Bay Area in February 2003

Because recent changes to USPAP give appraisers much greater flexibility in resolving client problems than before, seminar developer Craig Harrington, SRA, will present this 7-hour program to help you learn how to develop new outlets for doing business. Appraisers must be able to distinguish between consulting that does not fall under USPAP and appraisal consulting that includes a valuation component. Whether they're residential or commercial appraisers, they'll benefit from this new program.

**Beat the Clock -
Now is the Time to
Register for
Education Offerings**

Have you found yourself needing a few more hours to meet your continuing education requirements? Now is the time

to review the list of upcoming education programs on page 9 and register! Don't get caught short.

If your renewal cycle is about to come due, don't wait to start gathering your attendance certificates and getting all of your continuing education records in order. The Chapter Office only maintains records for seminars and workshops, while the National Office maintains the records for courses (regardless if the course was sponsored by a local chapter). For course transcripts contact the Appraisal Institute's Information Center at 312/335-4140 or info@appraisalinstitute.org.

To request a duplicate attendance certificate for a seminar or workshop offered by the Northern California Chapter, submit your request to the Chapter Office in writing. Due to the volume of requests, only written requests/faxes can be handled. Be sure to include the date (month/year) and the name of the program. As much of the back-up documentation is now stored in archives, allow a minimum of three weeks for your request to be processed. Non-affiliates of the Northern California Chapter should include a \$15 processing fee with their written request. This research will be provided to members of the Northern California Chapter at no charge.

<p>2002 ANNUAL FALL CONFERENCE</p> <p>VENDOR & CAREER FAIR</p> <p>at</p> <p>SAN FRANCISCO MARRIOTT</p>  <p>FRIDAY NOVEMBER 15</p>	<p>OPENING SPEAKER</p> <p>John D. Dorchester, Jr., MAI <i>Financial Reporting Valuations</i></p> <p>BREAKOUT SESSION TOPICS</p> <p>USPAP: What You NEED to Know Technology Trends Value Loss Appraisals</p> <p>The Assessment Appeals Process: How Does it Work? Integrating Technology into Office Management Silicon Valley & Peninsula Office and Industrial Market Update Tax Credit Housing: Issues and Topics Small Residential Income Properties Direction of the Profession Residential Report Transmission AI Commercial Database: AppraiserLoop Cross Examination: How Attorneys Attack and Appraisers Defend</p> <p>Approved for 6-hours of OREA, AI and SBE CEC</p>
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UPCOMING EDUCATIONAL OFFERINGS

- Course 430: Standards of Professional Practice October 24-25**
Instructors: Dawn Molitor, SRA & Stephanie Coleman, MAI, SRA
Location: Carr America Conference Center, Pleasanton
- Course 310: Basic Income Capitalization November 4-9**
Instructors: Craig Owyang, MAI & Cliff Cryer, MAI, SRA
Location: University of Phoenix, Pleasanton
- 2002 Annual Fall Conference November 15**
Opening Speaker: Don Dorchester, Jr. MAI, CRE
Financial Reporting Options
12 timely breakout sessions & career/vendor fair
See page 1 for more details
- Mark-to-Market Workshop December 4**
Instructors: Dawn Molitor, SRA, & Jim Gavin, MAI
Location: Red Lion Inn, Modesto
- Crossing the Line: Home Mortgage Fraud Seminar December 4**
Instructor: Dawn Molitor, SRA
Location: Red Lion Inn, Modesto
- Course 110: Appraisal Principles January 13-18**
Instructors: Arlen C. Mills, MAI, SRA, & Craig Owyang, MAI
Location: Holiday Inn, Concord
- Course 330: Apartment Appraisal January 16-17**
Instructor: Jeff Sherman, MAI
Location: Carr America Conference Center, Pleasanton
- Course 400: Standards 7-Hour Update January 31**
Instructor: Dawn Molitor, SRA
Location: Carr America Conference Center, Pleasanton
- Yes, please provide me with registration information on the above checked education programs.

Name _____ Phone _____

FAX _____ Email _____

Three ways to receive advanced notification of these upcoming education offerings;

Visit Our Website at www.norcal-ai.org,

Call us at 925/932-7753 or Fax this page back to 925/932-7754.

We reserve the right to cancel or substitute dates, locations and/or instructors as necessary.

Interested attendees are encouraged to register at least one month prior to the offering to help avoid possible cancellation.

AGENDA FOR ASSOCIATES

WHO ARE YOU GOING TO CALL?

Need help understanding the requirements for designation or a little nudge to get your demo started? Confused about all of the changes that have occurred since you became an associate member? Fear no more! Contact the following committee chairs for assistance:

Membership Development & Retention

Craig Owyang, MAI
650/595-8615 FAX 650/595-4073
craig@owyang.com

Associates' Guidance

Steve Castellanos, MAI, SRA
209/929-1441 FAX 209/929-1434
scastellanos@bankofstockton.com

Bill Bambas, MAI
209/478-9204 FAX 209/952-0837
bambow@sbcglobal.com

Experience Review - General

Jan Kleczewski, MAI
415/248-5000 FAX 415/248-0080
jkleczewski@irr.com

Experience Review – Residential

To be announced

In addition, feel free to contact the Member Services Department at the National Office. The professionals who staff this department, are experts in helping to determine your needs and can help put you on the path toward designation.

Comprehensive Exam

Carrie Vann
312/335-4189
cvann@appraisalinstitute.org
Katie Powell
312/335-4187
kpowell@appraisalinstitute.org

Associate Records

Dorothy Williams
312/335-4172
dwilliams@appraisalinstitute.org

Experience Review

Marilyn Moore
312/335-4173
mmoore@appraisalinstitute.org
Harriet Kudlacik
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Status/Demo Reports

Nancy Morales
312/335-4177
nmorales@appraisalinstitute.org
Margaret Latimore
312/335-4174
mlatimore@appraisalinstitute.org

LOOKING AHEAD . . .

- Oct 24-25 Course 430
- Pleasanton
- Oct 25 Board Meeting
- Discovery Bay
- Nov 4-9 Course 310
- Pleasanton
- Nov 7-12 Nat'l Meeting
- Chicago
- Nov 15 Fall Conference
- San Francisco
- Dec 4 Mark-to-Market
- Modesto
- Dec 4 Fraud Seminar
- Modesto
- Jan 11 Installation Celebration
- Sunol
- Jan 13-18 Course 110
- Concord
- Jan 16-17 Course 330: Apartments
- Pleasanton

2002 CHAPTER OFFICERS

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e-mail: lisa@norcal-ai.org
Pat Moore
pat@norcal-ai.org

LIBRARY HOURS BY APPOINTMENT

APPRAISERS WANTED

Commercial Review Appraiser. Candidate must be a General Certified Real Estate Appraiser with a minimum of 5 years experience in commercial real estate appraisal/review. Must be familiar with Microsoft Word, Excel and Argus Software. Job responsibilities include engagement, process management and review of commercial real estate appraisals for western states. Position is in Walnut Creek. Forward cover letter and resume with salary history to 925/938-9151 or email to lmyoung@bankofthewest.com.

Real Estate Researcher Wanted for Dean Chapman & Associates in Hayward. Duties include conducting surveys, confirmation of sales, review of public records, photograph properties and interview brokers. Starting pay \$15/hour. Send resume to: d_chap@pacbell.net.

Commercial Appraiser sought for Central Valley appraisal firm. Ideal candidate should have California certification and 3+ years of appraisal experience in a variety of commercial, industrial, and land type assignments. Good computer skills and strong communication skills are necessary. Please send resume and references to 2918 W. Main St., Visalia, CA 93291 or e-mail to hopperco@pacbell.net.

Wells Fargo Bank - San Francisco seeks a Senior Appraiser. Must be California certified. Minimum 10 years commercial appraisal experience, preferably with a federally regulated lending institution. Good computer and communication skills. Competitive Salary with bonus potential. Excellent benefits. Contact Chuck Sewing, MAI, at 415-396-7719 or sewingc@wellsfargo.com.

Commercial Appraiser Trainee Wanted for Dean Chapman & Associates in Hayward. Appraisal assignments are mostly condemnation/litigation oriented. Applicant must have good writing skills, research experience and have excellent analytical skills. Some appraisal experience a plus, but not required. Send resume to: d_chap@pacbell.net.

Wells Fargo Bank - San Francisco seeks a Senior Appraiser to review large commercial properties in Northern California, Oregon and Washington. Must be California certified. Minimum 10 years commercial appraisal experience. Good computer and communication skills. Competitive salary. Excellent benefits. Contact - Victor Unsinn, MAI, at 415-396-7717 or zunsinn@wellsfargo.com.

APPRAISER AVAILABLE

Commercial Real Estate Appraiser Trainee seeks appraisal assignments in the Bay Area. Seven years of commercial real estate research and appraisal experience. Hourly or fee split OK. Can work from home. Centrally located in downtown San Francisco. Contact Katrina Dalton at 415/346-9986 or E-Mail propertyappraiser13666@worldnet.att.net.

CLASSIFIED GUIDELINES & DEADLINES

The newsletter submission deadline is noon on the 5th of the preceding month. All submissions for the November 2002 issue must be received by noon on October 5. We reserve the right to reject or edit classified ads. Ads are limited to 40 words. A \$40 publishing fee must accompany submission from non-affiliates. Advertising is complimentary for AI members and affiliates. Ads will be printed on a space available basis. The Appraisal Institute assumes no responsibility for the reliability of ads other than to publish them.