South Florida Chapter

Editor: Carolyn "Lynn" Bodor, SRPA

Appraisal Institute®
Professionals Providing Real Estate Solutions

April 2016

APPRAISERS' APPRISER

South Florida Chapter

President's Message
Robert Scherer, MAI

I would like to thank everyone in our chapter, officers, board members, and our Chapter Executive Director, Debbie McClave for all of their hard work and dedication over the past quarter.

Not much has changed in the Appraisal Institute nationally, regionally, or locally over the past few months to report on. Business as usual.

In this renewal cycle year, don't delay with getting all of your continuing education hours and please support our local chapter by attending our own educational offerings by the most prestigious and knowledgeable presenters in the world. These local offerings provide the bulk of our operating funds and we always appreciate and encourage our local member support. Always keep in mind that the Appraisal Institute is the world leader and most respected in the course offerings, body of knowledge, designations, publications, job opportunities, and peer interactions. And we are here for you!

One of our main goals here locally has been to reduce our chapter spending/ expenses due to the shrinking income base. Due to the declining membership and competition from other educational course offerings, we have made great strides in reducing our expenses. We have cut out several office expenses, tightened up on course expenses, and cut back on travel. In addition, we may be operating out of a virtual office once our lease expires. I would like to thank our Strategic Planning Work Group which is chaired by our Past President Albert Armada, MAI, SRA; Bob Gallaher, MAI; Mendel Westberry, MAI; Charles Badell, MAI; and myself for reviewing and providing advice on further expense reductions.

I would like to encourage everyone to attend our next chapter meeting and elections that are scheduled for Friday, May 6, 2016 at the Courtyard by Marriott in Fort Lauderdale.

Also note the upcoming 2016 Annual Conference in Charlotte, North Carolina is July 25th through July 27th. All members are encouraged to attend.

Continue to evolve, and get involved.

Robert Scherer, MAI
Chapter President, 2016
robert.scherer@cbre.com

Chapter Meeting & Elections
Friday, May 6
Courtyard by Marriott, Fort Lauderdale
11:15 am—4:30 pm
Redefining the Appraisal and Its Role in an Evolving Banking Environment
Instructor: Adam Alessi, MAI
CE 4-Hours, 0009449

Education

Spring has sprung. Now is the season of weeds and humidity. But, to stay cool indoors, the South Florida Chapter has the seminars to obtain 30 hours of continuing education credits to meet the 30 hour renewal requirement for state renewal. Our Chapter will offer ***7-Hour National USPAP Update*** and ***3-Hour Florida Appraisal Law 2016*** four times before November, 2016. Please refer to the 2016 Education Schedule in this newsletter for dates and locations. Note: the June classes in West Palm Beach are close to being a sell-out. The Miami offerings in August are expected to be completely full also. The Chapter's fees for these classes are the same or less than other providers, plus we have networking with our peers.

With 10-hours of CE credits from 7-Hour USPAP Update and 3-Hour Law, there are only 20-hours to go until reaching the 30. The South Florida Chapter has a variety of offerings to fit the bill.

As you watch your utility bills rise this summer, don't you wish you could start over with a high-performance house. As appraisers, the first thing we want to know is the relationship of new building technology to the value of the property; so do lenders. To gain insight into this appraisal problem, the South Florida Chapter offers ***Case Studies in Appraising Green Residential Buildings*** on April 8, 2016. Expert in this field, Sandra Adomatis, SRA will instruct this seminar which is a part of a Professional Development Program on the topic.

May 6, 2016 is the Chapter meeting, election of officers and directors and a 4-hour seminar titled ***Redefining Appraisal and its Role in an Evolving Banking Environment.*** The presenter, Adam Alessi, MAI, has been in the financial institution realm for many years and will impart his perspective on how appraisals fit into the lending process. This learning experience should be shared with loan officers, relationship managers, reviewers and brokers. Consider bringing a guest to the seminar.

In 2016, the South Florida Chapter will present two of the courses for the ***Analytics for Valuation*** Professional Development Program. On May 18–19, 2016, ***Advanced Spreadsheet Modeling for Valuation Applications*** will be instructed by Mark Smeltzer, SRA. The focus of the course is on problem solving and spreadsheet presentation. On September 15-16, Mark will teach ***Applications and Interpretation of Simple Linear Regression***. The third component of this Professional Development Program is the *Quantitative Analysis* course required for the MAI designation for Candidates declaring their intention to pursue the designation after a certain date.

Attendance at educational offerings sponsored by the South Florida Chapter, during a renewal year, makes all the difference as to how our chapter will continue to operate in the future. Please support the South Florida Chapter and encourage your co-workers to do the same.

Claudia Vance, MAI
Chair, 2016 Education Committee
vanceval@att.net

Online Education
Learn at your own pace anytime, anywhere.
Search Classes
Appraisal Institute®
Professionals Providing Real Estate Solutions

Important! Check online state approvals prior to registering.

New! **Two-Day Advanced Income Capitalization B**
Register Now
AI®

Instructor: Vincent Dowling, MAI, SRA
July 14-15, 2016
Fort Lauderdale
Register Now

AI®
South Florida Chapter

2016 Chapter Officers

Robert Scherer, MAI, President; Carlos Gobel, SRA, Vice President; Barbara Johenning, MAI, Secretary and Michael Cibene, SRA, AI-RRS, Treasurer

SOUTH FLORIDA

2016 Education Schedule

Appraisal Institute®
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January 22	Chapter Meeting & Installation Loss Prevention for Real Estate Appraisers, CE 4-Hours Boca Country Club, Boca Raton	Peter Christensen, Esq.
January 25-28	General Appraiser Report Writing and Case Studies	Joseph Magdziarz, MAI, SRA, AI-GRS
February 1-5	Review Theory-General	Joseph Magdziarz, MAI, SRA, AI-GRS
February 11	7-Hour National USPAP Update 3-Hour Florida Appraisal Law 2016	Vincent Dowling, MAI, SRA C. Kevin Bokoske, MAI, AI-GRS, AI-RRS
February 18-19	Two-Day Advanced Income Capitalization/Part A (CE only)	Vincent Dowling, MAI, SRA
March 7-12	Advanced Concepts and Case Studies	John Urubek, MAI
March 21	Fee Simple: It's Not So Complicated and Loading & Not Loading Cap Rates for Ad Valorem Appraisals, CE 3-Hours Trial Components, CE 3-Hours	Peter Korpacz, MAI and C. Kevin Bokoske, MAI, AI-GRS, AI-RRS John Underwood, MAI, SRA
April 8	Case Studies in Appraising Green Residential Buildings	Sandra Adomatis, SRA
April 11-15	Advanced Income Capitalization	Vincent Dowling, MAI, SRA
April 22	7-Hour National USPAP Update 3-Hour Florida Appraisal Law 2016	C. Kevin Bokoske, MAI, AI-GRS, AI-RRS Patricia Birch
May 6	Chapter Meeting & Elections Redefining the Appraisal and Its Role in an Evolving Banking Environment CE 4-Hours Courtyard by Marriott, Fort Lauderdale	Adam Alessi, MAI
May 18-19	Advanced Spreadsheet Modeling for Valuation Applications	Mark Smeltzer, SRA
June 23	7-Hour National USPAP Update 3-Hour Florida Appraisal Law 2016 — West Palm Beach	Brian Flynn, MAI, AI-GRS Timothy Andersen, MAI
July 14-15	Two-Day Advanced Income Capitalization/Part B (CE only)	Vincent Dowling, MAI, SRA
August 19 New Date	Chapter Meeting The Tough One: Mixed Use Properties, CE 3-Hours Boca Country Club, Boca Raton	Vincent Dowling, MAI, SRA
August 25	7-Hour National USPAP Update 3-Hour Florida Appraisal Law 2016 — Miami	Bob Gallaher, MAI Patricia Birch
September 15-16	Application and Interpretation of Simple Linear Regression	Mark Smeltzer, SRA
October 14	7-Hour National USPAP Update 3-Hour Florida Appraisal Law 2016	C. Kevin Bokoske, MAI, AI-GRS, AI-RRS Patricia Birch
November 4	Developing a Supportable Workfile, CE 3-Hours Tightening the Appraisal, CE 3-Hours	Vincent Dowling, MAI, SRA Vincent Dowling, MAI, SRA
December 2	Business Practices & Ethics	Brian Flynn, MAI, AI-GRS

Registration: http://www.myappraisalinstitute.org/education/SouthFlorida.aspx

South Florida Chapter of the Appraisal Institute
1500 W. Cypress Creek Road, Suite 103, Ft. Lauderdale, FL 33309
Phone: 954-229-0499
E-mail: sfchap@bellsouth.net
Website: http://www.southflorida-ai.org

Revised 3-24-2016

2017 Officers, Directors and Regional Representatives—May 6, 2016

The Nominating Committee recommends the following individuals to serve as the South Florida Chapter Leadership in 2017. Elections will be held during the **chapter meeting on Friday, May 6** at the Courtyard by Marriott, Fort Lauderdale.

Respectfully submitted by the 2016 Nominating Committee,

Albert Armada, MAI, SRA, Chair
David Aucamp, SRA
Andrew Magenheimer, MAI
James Walsh, MAI
Eric Wit, MAI, SRA, AI-GRS, AI-RRS

2017 Officers

President
Carlos Gobel, SRA

Vice President
Barbara Johenning, MAI

Secretary
Michael Cibene, SRA, AI-RRS

Treasurer
Kenneth Brown, MAI, SRA

Directors 2015-2017
Virginia Guido, SRA
Mendel Westberry, MAI
Robert Scherer, MAI, Past President

Directors 2016-2018
Charles Badell, MAI
Brian Flynn, MAI, AI-GRS
Robert Mesner, MAI, AI-GRS

Directors 2017-2019
Julie Friess, SRA
Luke Mittner, MAI
Lee Smalley, MAI

Region X Representatives 2016-2017
Albert Armada, MAI, SRA
Michael Cibene, SRA, AI-RRS
Barbara Johenning, MAI
Carlos Gobel, SRA—2017 Chapter President

Regional Representatives 2017-2018
Enrique Casado, MAI, SRA, AI-GRS, AI-RRS
Julie Friess, SRA
Robert Mesner, MAI, AI-GRS

Alternate Regional Representatives 2017
Gregory Becker, MAI
Carolyn "Lynn Bodor, SRPA
Kenneth Brown, MAI, SRA
Carlos Diez, MAI
Robert Gore, SRA
Virginia Guido, SRA
Trisha Guarnieri, MAI
Michael Jacobs, MAI
James Milliken, MAI
Claudia Vance, MAI

Additional nominations may be made by a timely filing of a written petition signed by at least five percent (5%) of the total number of Designated Members, Candidates, Practicing Affiliates and Affiliates in the Chapter. Such petition may be in electronic form. To be effective, each nominating petition must be delivered in writing to the Chapter Secretary at least fifteen (15) days before the regular Chapter meeting at which the election is to be held. The Chapter Secretary shall deliver in writing a copy of any petition filed to each Designated Member, Candidate, Practicing Affiliate and Affiliate belonging to the Chapter at least ten (10) days before the date on which elections are scheduled to be held. The South Florida Chapter elections will be held at the May 6, 2016 chapter membership meeting. No additional nominations can be made from the floor.

The Leadership Development and Advisory Council has served as a source of leadership and as an inspiration for new programming ideas for the Appraisal Institute for over 30 years. LDAC also helps establish an appraiser presence in Congress and provides a forum where ideas and opinions of topics of concern in the profession can be exchanged. The Leadership Development and Advisory Council has a long history as a training ground for future leaders with the Appraisal Institute.

We are pleased to announce that four (4) members from the South Florida Chapter have been selected to participate this year.

Congratulations!

- Matthew Chiasson, MAI
- Barbara Johenning, MAI
- Robert Mesner, MAI, AI-GRS
- Eric Wit, MAI, SRA, AI-GRS, AI-RRS

As you can see the South Florida Chapter will be well represented!

Interested in attending LDAC in 2017 or volunteering for a chapter committee?

Complete the Chapter Leadership Resource Registry!

Membership Updates

New Designated Members
Carlos Diez, MAI
Jeffrey Muscolino, SRA, **AI-RRS**

Designated Members Status Changes

Philip Barlage, SRA	Non-Practicing Life
Robert Clobus, MAI	Practicing Life
James York, MAI	Readmitted

Designated Members Transferred
Jo Caple, SRA, from San Diego

Welcome New Candidates for Designation

Kenneth Brown, MAI, SRA	Candidate, AI-GRS
J. Lynn Carlson, MAI	Candidate, AI-GRS
Kristina Marie D'Amico	Candidate, MAI
Trisha Guarnieri, MAI	Candidate, AI-GRS

Candidate for Designation Status Change
Michael Anderson Candidate, MAI, Terminated

Welcome New Practicing Affiliates
Owen Black
Bradley Kincaid

Chapter Meeting & Elections
Friday, May 6
Courtyard by Marriott,
Ft. Lauderdale
11:15 am—4:30 pm

Redefining the Appraisal and Its Role in an Evolving Banking Environment
Instructor: Adam Alessi, MAI
CE 4-Hours, 0009449

Carlos Diez, MAI

I began my appraisal career in 2007 as a trainee for Lee Waronker, MAI, SRA and Josh Rosen, MAI, in Miami, and I immediately decided that I loved the profession and wanted to achieve the MAI designation so I could be a part of a professional society that stands for excellence, knowledge and high ethical standards. Along the way, Lee and Josh constantly challenged me to "sharpen my tools", and I am deeply grateful for their mentorship. After completing the coursework and experience review and passing the comp exam, my progress toward the designation slowed down as I got into my demo appraisal. That was my own fault as my choice of property presented complications that were difficult to overcome, but that challenge forced me both to find the perseverance to complete the task and to deepen my knowledge, and I believe I became a better appraiser as a result. I feel honored and proud to be a designated member of the Institute, and pledge to do my part to uphold and promote the high standards that it represents.

Knowledge. Experience. Integrity.

The MAI, SRPA, SRA, AI-GRS and AI-RRS designations represent advanced knowledge. They stand for years of proven, real-life real estate valuation experience. And they always mean a commitment to strict professional ethics and standards.

New Designated Members—January 22 Chapter Meeting

Robert Scherer, MAI
2016 Chapter President with
Lee Smalley, MAI

Robert Scherer, MAI
2016 Chapter President with
Kevin Mast, MAI

Robert Scherer, MAI
2016 Chatper President with
Hector Diaz, MAI

Congratulations to Kevin
Mast, MAI; Lee Smalley, MAI
and Hector Diaz, MAI

Candidate Guidance

Our South Florida Chapter of the Appraisal Institute currently has 65 Candidates for Designation. Candidates with questions or seeking a Candidate Advisor are encouraged to contact Debbie McClave at the Chapter Office at 954-229-0499 or sfchap@bellsouth.net. Please also feel free to contact me (Bob Mesner) at 561-791-6690 or mesner.re@comcast.net. We are here to help you reach your professional real estate appraisal goals.

The current breakdown of our **65 Candidates** is as follows:

42 seeking the MAI only
13 seeking the SRA only
1 seeking dual MAI + SRA
8 seeking AI-GRS only
(7 hold other designations)
1 seeking the AI-RRS only
(also holds the SRA)

Our new member recruitment program continues. Pete Krumm developed a recruitment brochure to describe the benefits of Appraisal Institute membership. He worked with Debbie McClave, who emailed invitations to approximately 1,200 certified appraisers in Florida with invitations to join our chapter and/or join us at a chapter meeting. We expect to host a couple of prospective new members at our May 6 membership meeting. The Candidate Guidance Committee is beginning the process of following up with those potential candidates who opened the emails.

Ken Brown researched and worked with Debbie McClave to develop a group on LinkedIn for our South Florida Chapter Candidates. It is activated, and it serves as an additional communication vehicle for Candidates to obtain information regarding designation requirements and processes.

Through February, the Appraisal Institute awarded 146 designations this calendar year. January was a busy designation month, with many year-end applications spilling over into 2016.

A summary of the **2016 Year-to-Date Designations** follows:

- MAI – 92
- SRA – 23
- AI-GRS – 20
- AI-RRS – 11

We welcome and invite your ideas and suggestions. We look forward to working together for the betterment of the South Florida Chapter, as we continue to promote the tradition of the Appraisal Institute.

Bob Mesner, MAI, AI-GRS
Chair, 2016 Candidate Guidance Committee
mesner.re@comcast.net

South Florida Chapter AI Candidate and Practicing Affiliate Group

Candidate FAQs

Registering for an advanced MAI designation course?

Have you completed the Advanced Education Diagnostic Test? If not, register today. You won't be able to register until you pass this exam! *Advanced Education Diagnostic Test*

2016 Comp Exam Dates

August 1-31, 2016

Please aim to submit your Application by **June 20, 2016**. Seating at the testing centers will become very limited **after** June 20, 2016.

November 1-30, 2016

Please aim to submit your Application by **September 20, 2016**. Seating at the testing centers will become very limited **after** September 20, 2016.

Due to the nature and logistics of the exam delivery format, transfers and refunds are NOT permitted.

Examinees must take ALL required modules within their chosen 30-day window or they will receive an incomplete on ALL modules in that offering.

Comp Exam Eligibility Requirements

· Attend and pass all required courses/exams
· Receive credit for the college degree requirement
· Meet the Ethics and Standards requirements for Candidates (this requirement consists of **both** Business Practices and Ethics **and** USPAP/IVS)

Please note: All required examinations must be taken at least six weeks prior to your Comp Exam test date to allow time for grading.

Comp Exam Guidelines and Resources

Comp Exam FAQs

The FAQs contain a list of the most commonly asked questions from Candidates about all Appraisal Institute Comprehensive Examinations for the following AI Designations: MAI, AI-GRS, and AI-RRS. We **highly recommend** all Candidates read these FAQs.

Comp Exam Guidebook

This guidebook includes comprehensive information about your Comp Exam, such as eligibility requirements, specific topics covered in each module, as well as registration and test-taking guidelines. Candidates **must** read the Guidebook **before** submitting an application.

Submit your Comp Exam Application.

Questions? comp@appraisalinstitute.org or (312) 335-4111.

Capstone Locations	Dates
Savannah, GA - SOLD OUT	Apr 25 - May 1, 2016
Cincinnati, OH - SOLD OUT	Apr 25 - May 1, 2016
Synchronous - SOLD OUT	Apr 25 - May 1, 2016
San Francisco, CA	Jul 11 - 17, 2016
Newark, NJ	Jul 11 - 17, 2016
Nashville, TN	Jul 11 - 17, 2016
Dallas, TX	Sep 19 - 25, 2016
Denver, CO	Sep 19 - 25, 2016
Synchronous - SOLD OUT	Sep 19 - 25, 2016
New York, NY	Nov 7 - 13, 2016
Charlotte, NC	Nov 7 - 13, 2016
Pittsburgh, PA	Nov 7 - 13, 2016

Government Relations

Appraisers Should Consider a Run for Public Office: But Ask These Questions First

Business leaders can inspire greatness in their communities, whether it's by committing time to civic causes, educating others about the importance of giving back, supporting solid candidates or running for office themselves. This election cycle alone three real estate appraisers are running for public office in Florida. Todd Jones, MAI, Brad Nelson, MAI and Mike Twitty, MAI are all running for Property Appraiser in their respective counties of Hillsboro, Pinellas, and St. John. I wish them luck and we should all support them to the extent we can.

I recently concluded my second term of public office in Dania Beach including a term as Mayor. My public service has helped me gain a much better understanding of how the business sector and government fit together, and the importance of a common vision that is necessary for a community or region to thrive. I urge all of you to get involved in your community in some way.

My service has also allowed me to learn the importance of coordination between private interests and governmental and quasi-governmental entities, as well as nonprofits.

It has reinforced my gratitude to the scores of community volunteers who are engaged in their neighborhoods and do great things every day to help their fellow man. It has shown me the importance of arts and culture to a community, and the positive impact that our elected leaders' good financial decisions have on the success of communities. Conversely, it has taught me the severe and lasting consequences of bad financial decisions, which can negatively impact a region or a city for decades or longer.

Business leaders have the ability to educate government entities and advise them regarding best practices. In Dania Beach, we were able to save millions of dollars in residential waste hauling costs by aligning ourselves with local business leaders who are experts in that field. Also, I was able to use my business expertise and experience to help guide the city through the Great Recession and turn certain assets from financial disasters to revenue-producing amenities that benefit taxpayers and visitors such as our pier restaurant and municipal marina.

Elected office is not for everyone. Before considering a run for office, business leaders need to ask themselves some important questions:

- Can I commit the time, not only to serve, but to campaign?
- Do I have thick skin? Candidates and elected officials are subject to criticism – some topics rational, others irrational.
- Can I raise the money necessary to run an effective campaign?
- Will holding office negatively impact my business, and how will family, friends and employees be affected?
- Will clients think less of me or view me as not being as available because of the time commitment to public service?
- Am I mentally prepared to immerse myself in public service and live in a fishbowl? Those who run for office and serve also have to be prepared to do a lot of public speaking, which includes mornings, nights and weekends.

Running a successful business has taught me how to work well with city staff to properly convey my vision for the organization, and to make certain we are on the same page about what we want to accomplish as a team. It has allowed me to properly analyze business and financial matters to make the best and most informed decisions for my constituents. It has also instilled a work ethic that provides a positive influence and model to government staff. I think many real estate appraisers with a similar skill set would also make good elected leaders.

Local politics can be a bare-knuckle sport and, as such, government and public service have given me a much greater appreciation for the trust and respect that exist among co-workers, my clients and other business partners in my private-sector world. It has taught me to be more patient, and that there are many more perspectives on a given issue than I ever thought there could be. I also have a greater understanding of how rewarding it is to help others in the community and serve constituents. I urge you to get involved.

I know running a business is different than running a city, but there are many facets of the job for which business skills are useful and may benefit constituents. I encourage business leaders to consider running for office – as long as they ask themselves pointed questions to determine if it's a good fit.

Walter Duke, MAI
Chair, 2016 Government Relations Committee
Walter@walterdukeandpartners.com

Florida Real Estate Appraisal Board

Listed below is the schedule of meetings, (subject to change as circumstances require), held by the Florida Real Estate Appraisal Board (FREAB). All meetings are held at the Division of Real Estate Commission Chambers in Orlando unless stated otherwise.

The Florida Real Estate Appraisal Board invites and encourages all members of the public to provide comment on matters or propositions before the Board or a committee of the Board. The opportunity to provide comment shall be subject to Rule **61J1-7.020**, Florida Administrative Code:

Interested individuals/parties may submit a written notice to the attention of FREAB PUBLIC COMMENTS via the following ways:
E-mail realpublicrecords@myfloridalicense.com
Mail: Division of Real Estate, 400 W. Robinson Street, Suite N801, Orlando, Florida 32801
Fax: 407.317.7245

The Division of Real Estate is now able to live stream the meetings. Please note the following:
The streaming is not recorded and it has limited space at this time. If you are unable to access the meeting, please try again later as access may become available during the day.

2016 General Meetings
Monday, June 6, 2016
Monday, August 1, 2016
Monday, October 3, 2016
Monday, December 5, 2016

2016 South Florida Chapter Leaders

President	Robert Scherer, MAI
Vice President	Carlos Gobel, SRA
Secretary	Barbara Johenning, MAI
Treasurer	Michael Cibene, SRA, AI-RRS
Directors 2014-2016	Anthony Graziano, Jr., MAI Alta "Ali" Rogers Lance Zabatta, MAI Albert Armada, MAI, SRA - Past President
Directors 2015-2017	Virginia Guido, SRA Mendel Westberry, MAI
Directors 2016-2018	Charles Badell, MAI Brian Flynn, MAI, AI-GRS Robert Mesner, MAI, AI-GRS
Region X Representatives 2015-2016	Carlos Gobel, SRA Trisha Guarnieri, MAI Robert Scherer, MAI—2016 Chapter President Eric Wit, MAI, SRA, AI-GRS, AI-RRS
Region X Representatives 2016-2017	Albert Armada, MAI, SRA Michael Cibene, SRA, AI-RRS Barbara Johenning, MAI
Region X Alternate Representatives 2016	Charles Badell, MAI Gregory Becker, MAI C. Kevin Bokoske, MAI, AI-GRS, AI-RRS Brian Flynn, MAI, AI-GRS Robert Gore, SRA Virginia Guido, SRA Robert Mesner, MAI, AI-GRS Claudia Vance, MAI Mendel Westberry, MAI Lance Zabatta, MAI

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E-mail: sfchap@bellsouth.net
Website: http://www.southflorida-ai.org

2016 Committee Chairs

By-Laws	Charles Badell, MAI
Candidate Guidance	Robert Mesner, MAI, AI-GRS
Education	Claudia Vance, MAI
Finance	Michael Cibene, SRA, AI-RRS
Government Relations	Walter Duke, III, MAI
Newsletter	Carolyn "Lynn" Bodor, SRPA
Nominating	Albert Armada, MAI, SRA
Public Relations	Alta "Ali" Rogers
University Relations	Matthew Chiasson, MAI

National Committee Members from the South Florida Chapter

Enrique Casado, MAI, SRA, AI-GRS, AI-RRS	Professional Standards and Guidance Committee, Member (2017) Appraisal Institute Relief Foundation, Director (2016)
Val Chiasson, MAI, SRA	Region X Vice Chair (One of the Directors) (2016) & Audit Committee Member (2017) Audit Committee, Designated Member (2017) Appraisal Institute Education Trust, Appointed Trustee (2016)
Ann Marie McCarthy, MAI	Government Relations Committee, Member, Region X (2016)
Jorge Vallejo, MAI, SRA	Appraisal Liability Insurance Program (ALIP), Director (2016)
Luis Vallejo, MAI, SRA	Appraisal Liability Insurance Program (ALIP), Director (2016)

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Chapter Meeting, Elections & Seminar

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Location
Courtyard by Marriott
2440 W. Cypress Creek Rd.
Ft. Lauderdale, FL 33309

Fees
$110 AI Price*
$125 Full Price*

*Fee Includes
- Buffet Lunch
- 4-Hour Seminar

Register Early & Save
Fees increase $10 after April 27, 2016

Want to attend lunch and skip the seminar? Fee for lunch & Chapter meeting only—does not include seminar $50.

Register

Schedule
Registration: 11:15 am
Lunch, Elections, Chapter Meeting & Seminar
11:30 am—4:30 pm

CE Credit
Appraisal Institute: 20 Points
FREAB: 4-Hours, 0009449

Complimentary parking

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Phone: 954-229-0499
E-mail: sfchap@bellsouth.net
Website: http://www.southflorida-ai.org

Redefining Appraisal and its Roles in an Evolving Banking Environment

Instructor: Adam Alessi, MAI

Friday, May 6, 2016

This seminar will take you behind the scenes of the largest and most complex financial institutions in the nation as well as regional and community banks, in order to provide better understanding of their client's challenges as well as updated expectations in this evolving regulatory environment. You will learn the institutional appraisal process including policy, procedure, engagement, review and follow up. This seminar gives a unique perspective on how appraisals are being used and how you can set yourself apart from your competition as well as expand your range of services. You will gain a better grasp on intended users, uses, scope of work and the appraisal problem. You will be introduced to the latest liabilities and pitfalls facing appraisal professionals.

Who should attend?

- Appraisers, both commercial and residential
- Relationship managers and loan officers
- Portfolio managers, credit approvers and credit analysts
- Special assets managers
- Appraisal reviewers
- Brokers and agents
- And all other end users of appraisal services in mortgage finance

This is a tremendous opportunity for appraisers to get face-to-face with their clients and demystify not only appraisal challenges and user constraints, but also expanding range of services. Come for the CE, come to network, but definitely come prepared to participate in a robust discussion of the practical hurdles and opportunities in today's lending environment.

Directions to Courtyard by Marriott:
http://www.marriott.com/hotels/travel/fllcp-courtyard-fort-lauderdale-north-cypress-creek/

Register: *http://www.myappraisalinstitute.org/education/SouthFlorida.aspx*

FOR A LISTING OF EDUCATIONAL OFFERINGS SPONSORED BY THE SOUTH FLORIDA CHAPTER
VISIT OUR WEBSITE @ http://www.southflorida-ai.org