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Appraisers' Voice

A Quarterly Report of NAIFA Activities and Events in Service to Appraisal Professionals

September 23, 2016

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Calendar Upcoming Courses & Events

Thursday, September 22, 2016

- [2016-2017 National USPAP Update - 7 hour](#)

Location: Oklahoma City, Oklahoma

Friday, September 23, 2016

Hello to My Fellow Professional Valuers of NAIFA,

We just concluded with the NAIFA National Conference which was held in Fort Lauderdale, Florida. Thank you to those who were part of the conference that included the staff, officers, board members, committee chairs, national members, educators and attendees. The fall conference generally indicates the culmination of the work plan and objectives for 2016. I once read that the journey is the reward. My journey as your National President is winding down as we installed our incoming President for 2017, presented deserving awards and enjoyed a fine dinner among friends and colleagues. Wait, there is still three months remaining for me. Using quotes, anecdotes or analogies to make a point has been my writing style to articulate and provide context for NAIFA goals and hopefully also principles to live by. My intent was to keep it simple, direct and to the point. I think this allows for less risk of misinterpretation. For me it has not been the end result but the process of getting there that has been most satisfying. The journey is not always easy, but it is in the struggle and effort that the reward is fully appreciated. Just ask any PNP who has had only one year to make things happen. It goes extremely fast and while the time is short the experience will last forever. The payoff seems small in the beginning, but it tends to multiply once you're in it. The reward comes from working with all members of the association in some capacity. I have experienced firsthand the caring and help offered and provided by my fellow professionals who have the same passion for the industry as I do.

However, along the way the journey can take an unexpected turn. Someone who has been able to keep the whole association prospering and solvent in the most difficult times suddenly announces he is leaving. This man has steered the NAIFA membership for over 6 years. The countless hours to have us succeed and remain relevant will always be remembered. Of course I am speaking of our national vice president and management leader Kevin Hacke. Kevin has served our association well and is someone everyone has believed in with a high degree of confidence.

President's Message



Louis A. Bonato, IFA

Friday, September 23, 2016

- [2016-2017 National Uniform Standards of Professional Appraisal Practice - 15 hour](#)

Location: Oklahoma City, Oklahoma

Monday, September 26, 2016

- [Understanding Leases](#)

Location: Bloomfield, New Jersey

Wednesday, October 6, 2016

- [Mastering Unique and Complex Property Appraisal - QE and CE](#)

Location: Oklahoma City, Oklahoma

Wednesday, October 12, 2016

- [Common Appraisal Deficiencies and How to Prevent Them](#)

Location: Portland, Oregon

Thursday, October 13, 2016

- [Basic Appraisal Procedures - QE and CE](#)

Location: Oklahoma City, Oklahoma

Wednesday, October 19, 2016

- [13.0A Pennsylvania Law](#)

Location: Willow Grove, Pennsylvania

Friday, October 28, 2016

- [Better Safe Than Sorry](#)

Location: Lafayette, Indiana

Friday, November 4, 2016

- [11.8 Calculating Gross Living Area Using ANSI Standards](#)

Location: Oklahoma City, Oklahoma

Wednesday, November 9, 2016

Personally, because of him I have had a chance to get better, learn something new and to solve problems in different ways. Kevin has been our "Ask Marcum". SmithBucklin should run its own campaign of "Ask Kevin". I hate to see him go, but nothing is guaranteed and we are all shocked by his departure. You as our leader today, living in and appreciating the present is most comforting, because the future tomorrows without you will be most difficult. No tears yet please. It is with great respect and appreciation that we all thank you for a job well done. Working with a great teammate does make it easier. We wish you great success in your future endeavor and you will make a great impact wherever you land. Okay let the tears flow now.

The journey with Kevin has been memorable. A Kodak moment for me to rememberLol.



So in conclusion, I believe the reward is, and continues to be in our Journey. Working with new faces, familiar faces and with people I never met before and may never again prove the beauty of compassion within the NAIFA organization. I sincerely thank you for that.

Best,

Lou

Louis A. Bonato, IFA
2016 NAIFA National President

Breaking News - 2016 NAIFA National Award Winners

Paul A. Wetzel Award: Barry Shea, IFA, Laconia, New Hampshire

Educator of the Year Award: Susanne Barkalow, IFA, Saint Cloud, Minnesota and Michael Lange Sr, IFAC, Brigantine, New Jersey

- [Supervising Appraiser and Appraiser Assistant Training Course](#)

Location: Portland, Oregon

Wednesday, December 7, 2016

- [2016-2017 National USPAP Update](#)

Location: Portland, Oregon

[View the NAIFA calendar](#) on our website.



[View Archived Issues of Appraisers' Voice](#)

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Appraiser of the Year Award: Robert Luciani, IFA, Philadelphia, Pennsylvania

[Click here](#) to learn more.

More Breaking News - 2017 Election Results

New Line Officers:

- President Elect - Rob Luciani, IFA
- Treasurer - Mike Cordell, IFA

New Board Members:

- Molly Orman, IFA
- Bob Solotist, IFA

Online Education Available Now!

In addition to our [live classes](#), NAIFA is now pleased to partner with Career WebSchools to offer online Real Estate and Appraisal education.

To access this premier online education, please click on one of the links below:

[NAIFA Members*](#)

[Non-Members](#)

*NAIFA members will need to log in to access this page. Please use the "Forgot Your Password?" feature if you do not remember your login information.

NAIFA Announcements: 2016 Member Contests and Competitions

Our Course Coordinator Contest and Member Designation Competition have come to a close for the 2016 membership year. Congratulations to our winners!

Winner of the 2016 Member Designation Competition: Chicago Metro Chapter

The Chicago chapter enrolled the highest percentage of new NAIFA-designated members. For their efforts they received one free membership to award in 2017.

Winner of the 2016 Course Coordinator Competition: Molly Orman, IFA of the Central Oklahoma Chapter

Molly Orman, IFA, was the only chapter coordinator to hold at least four classes from January 1, 2016 - August 31, 2016, with a minimum of 80 students. Molly won a free registration to the National Conference, as well as a \$500 stipend for travel expenses.

The NAIFA "Member Get a Member" Challenge remains open through September 30, 2016. Be sure to get your friends, family, and co-workers signed up before September is over. In order to get credit your referral must name you in their application as the referring member.

NAIFA "Member Get a Member" Challenge:

Current members who refer a new member from October 1, 2015 - September 30, 2016, will receive \$25 per referral discounted from their 2017 NAIFA National dues, up to the total amount of their annual National dues invoice.

Guidelines:

- The new member must provide the referring member's name in order for the referring member to receive the \$25 referral credit off their 2017 NAIFA National dues.
- The new member must join NAIFA from October 1, 2015 - September 30, 2016.
- Discounts are credited towards your NAIFA 2017 National dues. Chapter dues are separate.

For questions regarding the above information call 312-321-6830, or email: info@naifa.com.

A La Mode - Community Partnership Program News

One of the benefits of our organization being an A La Mode Community Partner is getting an exclusive "Give Back Code." Our code is **AFFNAIFA**. Use it on your A La Mode purchases and they'll donate a portion of what you spend. Nationally, A La Mode expects to donate hundreds of thousands of dollars each year to groups like ours. That is a big commitment and we're happy to include ourselves among those recipient organizations.

Again, our unique code is **AFFNAIFA**. That works whether you're renewing existing services, trying something new, or registering for a workshop. Every time you're checking out, remember to use code **AFFNAIFA** or tell the sales rep you're speaking with to add it. This continual funding from A La Mode really helps us advocate for you.

NAIFA Members Only Benefit AHP - Association Health Programs

NAIFA members can receive up to 40% discounts off their health insurance needs. Contact AHP directly to obtain program information and request a quotation. [Click here](#) for more program information.

NAIFA Members Only Benefit Access Denied - RFID Blocking Products

Protect Your Identity with Access Denied ® RFID Blocking leather wallets, passports, purses and briefcases. Prevent thieves from skimming your personal information that is encoded and embedded on your credit cards, passport, driver's license and insurance cards. Stop thieves from remotely accessing your bank account and credit card numbers electronically. NAIFA members receive a 15% discount on all purchases! [Click here](#) to learn more!

Consumer Assistance

Consumer Assistance**Free Appraisal Quote Service & Links**

Wouldn't it be great if new leads, new business, and potential appraisal work could come to you without having to lift a finger? As a NAIFA member, it can! [Order an Appraisal](#) was designed by NAIFA in order to bring members new work at no added cost to the member or consumer.

How "Order an Appraisal" Works

NAIFA offers lenders, brokers, attorneys, and real property consumers the ability to contact qualified NAIFA appraisers in order to request a free quote and/or order an appraisal. Better yet, this is all done online - no paper forms to mail and no credit card information required. The entire process is completed in two easy steps.

1. Search and review local appraisers
2. Send those appraisers your basic job details and submit!

The request will then be routed electronically to your list of pre-selected appraisers. Once the NAIFA appraiser receives the request, he/she will send his/her quote back to the customer. If the customer is happy with a particular quote, he/she can then order an appraisal from that appraiser.

Participation is easy and included in all of NAIFA's memberships. To ensure that your name appears in search results, keep your online NAIFA profile updated. If you have not recently viewed or updated your profile, [click here](#) to go to the NAIFA website and log in to do so.

**Consumer Assistance**

The Consumer Assistance section of the NAIFA webpage has been updated with new resources for consumers:

- [What is an Appraisal?](#)
- [Why an Appraisal?](#)
- [Order an Appraisal](#)
- [Understanding an Appraisal](#)
- [Why a Professional Appraiser?](#)
- [A Lender's Guide to USPAP](#)

Click on any of the links above to view the latest industry and consumer information.

Industry News

The Appraisal Foundation: The Appraiser Qualifications Board (AQB) will hold a Public Meeting in St. Louis, Missouri, on Friday, November 18, 2016. [Register here.](#)

The Appraisal Foundation: Now Available: 2nd AQB Exposure Draft of Proposed Changes to the Real Property Appraiser Qualification Criteria. [Click here](#) to view the exposure draft.

The Appraisal Foundation: The Appraisal Standards Board (ASB) has issued the September Q&A's for the 2016-17 edition of USPAP on Inspection Using a Drone, and Restricted Appraisal Report for Multiple Parties. [Click here](#) to view.

The Appraisal Foundation: The Appraiser Qualifications Board (AQB) held a Public Briefing on Thursday, August 25th, 2016. The briefing was videotaped and included discussion of proposed changes to the Real Property *Appraiser Qualification Criteria (Criteria)*. [Click here](#) to view.

The Appraisal Foundation: Course Reviewers Needed. [Click here](#) to learn more.

The Appraisal Foundation: The Appraisal Standards Board (ASB) invites you to its upcoming Public meeting on October 21, 2016, in Washington, DC. [Click here](#) to register.

The Appraisal Foundation: Public Invited to Participate in Online Briefing. AQB to Offer Update on Proposed Criteria Changes. [Click here](#) to register.

The Appraisal Foundation: The Appraisal Foundation is pleased to announce that the Appraisal Standards Board (ASB) has issued the Second Exposure Draft of proposed changes for the 2018-2019 edition of the *Uniform Standards of Professional Appraisal Practice*. [Click here](#) to view the exposure draft and [NAIFA's comments letter](#) submitted in response to the exposure draft.

Like What You're Reading?

***Join NAIFA today to become one of us!
NAIFA: Your professional home.***

[Click here](#) for more information!

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