



Gems & Jewelry Session Schedule



Monday, October 25, 2021

CONTENT SUBJECT TO CHANGE
All session times noted are U.S. Pacific Time

8:00 - 8:30am

[Multi-Discipline]

Welcome & Opening Remarks

[Johnnie White](#), MBA, CAE, CMP | CEO/Executive Vice President | American Society of Appraisers

[Lorrie Beaumont](#), ASA | President | LB Appraisal Associates

8:00 - 9:30am

[Multi-Discipline]

Keynote Address

Mastering Self-Discipline: A Thoughtful Approach Gets Better Results

[Brian Brinig](#), ASA, JD, CPA | Managing Director | CBIZ MHM

In this enlightening keynote, learn the strategies and tactics of self-discipline in the context of an aligned personal achievement process, making the execution of necessary tasks much easier. Self-discipline is a life skill that can be readily learned when it is intelligently approached. It is more complicated—and easier—than merely forcing yourself to work harder. The exercise of self-discipline can be made easier by understanding the larger context of a personal achievement process. Considered in this framework, the daily exercise of self-discipline results in successfully achieving goals and experiencing the freedom and happiness created by your accomplishments. When you are comfortably moving toward your life vision, you experience a deep emotional satisfaction that is simply incomparable.

9:30 – 10:30am

[Gems & Jewelry]

Mock Trial

[Jeffrey W. Brend](#), ASA, CPA/ABV, CFE, CFF, AAML | Attorney at Law | Levin & Brend, P.C.

[Craig M. Capilla](#), Attorney | Franklin, Greenswag, Channon & Capilla, LLC

Mark A. Munizzo, ASA | President | Equity Network

Genice Lee, ASA | President | Harvest Estate and Appraisal Services LLC

[Meighan Harmon](#) | Managing Partner | Schiller Ducanto & Fleck

[Teri Brossmer](#), ASA | Gem Appraisals Unlimited

[Personal Property]

Las Vegas: A Cultural Oasis

[Michele C. Quinn](#) | Owner | MCQ Fine Art

The biggest misperception about Las Vegas is that we are devoid of culture. As a Global destination, Las Vegas has built empires and created a world far beyond anyone's expectations, and with that, has developed its own cultural vernacular. Michele Quinn will guide you through a cultural history from the past 50+ years that will redefine your perception of Las Vegas and its cultural impact.

11:00am – 12:00pm

[Gems & Jewelry]

Mock Trial

Continuation of session.

[Personal Property]

From Landfall to Black Rock: A Master Printer's Story of Change in Print Making and Marketing

[Steve Campbell](#) | Master Printer | Black Rock Editions

In the time between joining Landfall Press, Chicago in the mid-1980s and establishing Black Rock Editions, Santa Fe in 2020, Steve Campbell has experienced significant changes affecting the printmaking world. In this presentation, Mr. Campbell will address how changes in technology and culture have impacted printmaking studios and, ultimately, the pricing of artwork sold through them.

1:00 – 2:00pm

[Gems & Jewelry]

Mock Trial

Continuation of session.

[Personal Property]

Online Auctions During and After the COVID-19 Era

[Phil Michaelson](#) | CEO | LiveAuctioneers

[Erwin Hungerbuhler](#) | SVP of Global Sales & Customer Service | LiveAuctioneers

When stay-at-home guidelines were enforced across many countries, online bidding helped auctioneers safely keep the revenues flowing. Many auctioneers saw that they could reach an even larger global audience more efficiently through online platforms. Price records were set, and more items were sold across jewelry, home decor, art, and collectibles online auctions than anyone could have foreseen. This session will address how the auction industry changed during the COVID-19 era; how the surge of online bidders has impacted the online auction industry; what categories are selling well online; what millennials and Gen Z are buying; and what's next for the auction industry.

2:00 – 3:00pm

[Gems & Jewelry]

Native American Jewelry

[Courtney Elkins](#) | Owner | Running Bear Trading

This session will provide an overview of the value of Native American jewelry, history of Native American arts, and manufacturing in the USA.

[Personal Property]

Changes in the Auction Market: The Perspective from Two Auction Houses

[Joe Baratta](#) | SVP, Business Development & Valuations | Abell Auction Co.

[Nancy Zander](#) | General Manager, Auctioneer, Fine Arts Specialist | Brunk Auctions

Abell auction house will share a micro-level view of how the pandemic has propelled change and growth to their business model, handling of sales, and overall user experience and sales.

[Multi-Discipline]

Pros and Cons: Rollover Equity, Sellers Note or Earnout?

[Jonathan Tang](#), ASA, CFA | Managing Director | Empire Valuation Consultants

3:00 – 3:30pm

[Multi-Discipline]

Problematic Issues in Review Reports

[Melanie Modica](#), ASA | Modica Fine Art LLC

Safeguard review reports from issues that are often unknowingly created. Appraisal reviews are written in compliance with the standard of care for ASA reviewers, and should not contain issues themselves. Appraisal reviews should be clear of confusing content, so intended users understand them. Learn of common review report issues and how to eliminate frequent errors that mislead, confuse, or implicate reviewers.

3:30 - 5:00pm

[Gems & Jewelry]

The Authentication Trap

[Gina D'Onofrio](#), FGA, ASA, MGA | Director | Jewelry Appraisal Services

In appraisal methodology, we are taught that appraisers are not authenticators. Yet, in daily practice, we must consider the authenticity of a designer jewel as a value characteristic. The situation is compromising at best but, quite possibly litigious. In this talk, we will explore 20th Century designer jewelry with questionable authenticity, discuss common pitfalls, best practices and solutions to arriving at value.

4:00 - 5:00pm

[Multi-Discipline]

Business Valuation 101

[Carla Glass](#), FASA, CFA | Managing Director | Marcum LLP

[Marissa Pepe Turrell](#), ASA, CVA | Director | Marcum LLP

In this session we will discuss the basic foundation, fundamentals and variables that would be considered in the valuation of any private company. Learn more about the basic concepts that need to be addressed in scoping a valuation engagement; recognizing the methods typically utilized to value a business or ownership interest and understanding their basic application; identifying normalizing adjustments and assess their impact on value; and reconciling values derived from multiple valuation approaches.

5:30 – 6:30pm

[Gems & Jewelry]

Jade for Gemologists

[E. Billie Hughes](#) | Founder | Lotus Gemology Co. Ltd.

[Richard W. Hughes](#) | Founder | Lotus Gemology Co. Ltd.

The two types of jade, nephrite and jadeite, are among the most valuable gems on the planet, with individual pieces selling for millions (or even tens of millions) of dollars. And yet most gemologists outside of China know little about them. Richard and Billie Hughes are in the process of completing a new book on the subject, *Jade • A Gemologist's Guide*, that will fill in the large void on this most fascinating topic. The program will include vital information on the history, identification and appraisal of jade. Unlike any other gem, jade's history literally goes back to the dawn of human civilization. This is a program you will not want to miss.

5:45 – 7:15pm

Personal Property & Gems & Jewelry Reception

Personal Property and Gems & Jewelry Conference attendees are invited to gather together for the first time in 2 years (!) for our own special networking reception. Enjoy cocktails (1 drink ticket included), generous appetizer platters and an evening getting to know and reconnecting with fellow attendees at the fabulous Laurel Lounge in Planet Hollywood. This engaging event will include a meet-and-greet (bring plenty of business cards and your 30 second elevator introduction), round table conversation starters, interactive games and plenty of fun. Additional fee of \$65. [Register today!](#)

Tuesday, October 26, 2021

8:00 – 9:00am

[Personal Property]

Case Study: A Philadelphia Story | Fair Market Value of an Important 1849 Mirror

[Susan Golashovsky](#), FASA | Principal | Susan Golashovsky, FASA

A Philadelphia Story: Venerable American institution falls on hard times and an astute historian saves a piece of history. Through her death, we learn the story of the largess of an elite couple in 1850's Philadelphia. A French émigré cabinetmaker opens a door into their life, their lifestyle and their furnishings during a timeline spanning the early 1800's to the present. The search for a value conclusion chases leads through Paris, Philadelphia, New York, California and then detours into Italy gaining insight into the Who's Who of 19th c. American Society and the cabinetmakers, designers and decorators of the elite.

9:00 - 10:00am

[Gems & Jewelry]

Provenance and Origin, The Influence on Value

[Duncan Parker](#), FGA, FCGmA, CAP (CJA), Vice President | Dupuis Fine Jewellery Auctioneers

The origin of a jewel or gem can have a profound influence on its value. A jewel that once belonged to a Russian Czar, a famous movie star, or an important political figure can have a value far beyond another without the same history. A gem from a desired geographic source may have a very different value compared to an almost identical gem from another location. A jewel from one design house can have a price and value at great variance from something similar by a different house. We will explore how provenance and origin may affect value in various markets.

[Personal Property]

How Do You Know It's Real?

Stuart Lutz, AAA | President & Chief Bottlewasher | Stuart Lutz Historic Documents, Inc.

Lutz's illustrated lecture on appraising historic documents will cover two topics: 1) authenticity and 2) appraisal, including appraisal challenges for one-of-a-kind manuscripts. He will show how to differentiate a machine generated signature from an authentic one and will discuss valuing routine manuscripts and unique ones.

10:30am - 12:00pm

[Gems & Jewelry]

Current Market: Collectible Wristwatches

[Jonathon Burford](#) | Senior VP and Specialist - Watches | Sotheby's

Exploring the small differences in details design, condition and provenance of the vintage watch world. What explains the seemingly large price differences between two similar models and what to look for.

[Personal Property]

Is an Obituary a Boon or Death Knell for Value?

Kathy Andrews, ASA, MFA | Owner | Kathy Andrews Art Services

Dean Sobel | Associate Professor of the Practice of Art History and Museum Studies | University of Denver

[Terri Cohn](#) | Art Historian, Curator, Fine Art Consultant & Appraiser | Terri Cohn Art Services

How does an artist's death affect the value of their work? What makes the difference between their name fading into obscurity and their legacy and marketability expanding? Our two panelists have successfully led efforts to preserve and enhance the legacies of artists. Their stories are told from an art historian and appraiser working with a regionally known artist and from a curator overseeing the building of a museum for a major but somewhat under-recognized abstract expressionist. They provide an insider view of how deceased artists' reputations are made and maintained.

1:00 - 2:00pm

[Gems & Jewelry]

Adventures in Solid Geometry:

Getting the Most out of your Gemstone Weight Estimation Formulas

[Charles Carmona](#), ASA | President | GUILD LABORATORIES INC

True, not much has changed since Euclid of Alexandria first expressed his "Elements of Geometry" in the 3rd Century BCE. But we're still using them today to confront one of the banes of the jewelry appraiser - estimating weights of mounted gemstones. This presentation using computer animation of gem shapes will definitely put you in the mood to sharpen your gemstone weight estimation skills.

[Personal Property]

Telling Untold Stories: Appraising African American Art and Historic Collections

[Genice Lee](#), ASA | President | Harvest Estate and Appraisal Services LLC

[Diane Dinkins Carr](#), ASA | Fine Art Appraiser | DDC Consulting Group, Inc.

The 2019 and 2020 sales of the Johnson Publishing Company's historical archive were an epic moment in United States history. Representing examples of African American material culture, fashion, photography, art, and historical documents, among other items, the archive's content drew from the publication of Ebony and Jet magazines, whose influence spanned 70-years of African American history, life and culture. However, unlike the Johnson Publishing Company, there are many less publicly-known and infrequently discussed collections of African American art and historical materials that require an appraiser to understand how to look at the materials, ask the right questions, and obtain sound comparables. Genice Lee, ASA, will present a case study on one such collection (a noncash charitable contribution assignment) that will reveal an everyday person's engagement with the market of African American historic materials. Diane Dinkins Carr, ASA, will discuss the work of two African American artists -- from the Harlem Renaissance and Black Arts Movement -- through a case study where market information, and authentication measures draw from local sources in the community from which the artist lived and served.

2:30 – 3:30pm

[Gems & Jewelry]

Victorian Jewellery

[Duncan Parker](#), FGA, FCGmA, CAP (CJA), Vice President | Dupuis Fine Jewellery Auctioneers

The 19th Century was a time of early globalization, the industrial revolution, mechanization of the jewelry industry, increased personal wealth, these all produced wider demand for jewellery. Transportation, faster and easier communication, and curiosity about the wide world meant that jewelers embraced influences from far and wide. England's Queen Victoria was so influential that her name was applied to an era, and a whole set of design styles. We will explore materials, methods and styles used in the jewels of the Victorian period.

[Personal Property]

Demystifying NFTS and Cryptocurrencies

[Nanne Dekking](#) | Founder and CEO | Artory, New York and Berlin

In his presentation, Nanne Dekking, Founder & CEO of Artory, will explain the recent boom in NFTs and blockchain within the art market. These innovative tools and underlying technology have already caused waves with, most notably, the notorious Beeple sale at Christie's. Dekking hopes to demystify these technologies and illustrate how they can be useful to appraisers as well as to every level of the (physical) art market.

[Multi-Discipline]

Five Recent Appraisal Professional Liability Claims

[Peter Christensen](#) | Attorney | Christensen Law Firm - Valuation Legal

Five recent lawsuits -- all filed during the Covid-19 pandemic -- against appraisers of differing disciplines will serve as the backdrop for this presentation. Key takeaways for liability prevention will be distilled from each negligence or other liability claim.

3:30 – 4:30pm

[Multi-Discipline]

Risk Management - Insurance & Engagement Letters

[Sheri Thome](#), Esq. | Regional Managing Partner | Wilson, Elser, Moskowitz, Edelman & Dicker LLP

Learn how to protect yourself from risk before you begin work. We will discuss how to structure an engagement letter to best protect you, what to look for when purchasing insurance, and what you need to know when you actually have to use it.

3:30 – 5:00pm

[Gems & Jewelry and Personal Property]

Catching Up with the IRS

[Robin Bonner](#) | Art Appraiser | IRS Art Appraisal Services

Karin Gross | Special Counsel, Income Tax and Accounting, Office of the Chief Counsel | Internal Revenue Service

Karin Gross in the Office of the Chief Counsel, Income Tax and Accounting, and Robin Bonner in the Art Appraisal Services, both with the IRS, will discuss the revised (Dec. 2020) version of the Form 8283 and the revised instructions for completion of the form. They will focus on the appraisers' responsibilities within charitable contribution assignments. In addition, the speakers will explain the function and findings of The Art Advisory Panel of the Commissioner of Internal Revenue in conjunction with the latest Annual Summary Report. Finally, they will review recent court decisions pertinent to the appraisal of personal property.