

Sunday, September 11, 2022

*CONTENT SUBJECT TO CHANGE*

*All session times noted are U.S. Eastern Time*

**8:00 - 8:30am**

**Welcome & Opening Remarks**

[Johnnie White](#), MBA, CAE, CMP | CEO/Executive Vice President | American Society of Appraisers  
Richard Berkemeier, ASA | Pegasus Aircraft Appraisal Group

The presentation is designed to provide an overview of the various categories of digital assets, as defined by their specific use cases. Building on these fundamentals, the presentation will explore the process by which these digital assets accrue value through the use cases they instantiate, as well as the perceived mindshare they capture among market participants. Finally, the presentation will provide an overview of some of the basic methodologies utilized in the “tokenomic” design of digital assets, with a focus on the capture of value.

**8:00 - 9:30am**

**Keynote Address: The Status and Outlook for the U.S. Economy**

[LaVaughn M. Henry](#), PhD, CBE | former Senior Economist for the Council of Economic Advisers in the Executive Office of the President (the White House), and the Senior Regional Officer and Vice President for the Federal Reserve Branch in Cincinnati

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.

**9:35 – 10:35am**

**[ARM/Multi-Discipline]**

**An Introduction to Digital Assets: Use Cases and Value Accrual**

[Tara Singh](#), CPA, CBV, CFE | Managing Director | FTI Consulting  
[Anastis Anastasiou](#), MBA | Director | FTI Consulting

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basic methodologies utilized in the “tokenomic” design of digital assets, with a focus on the capture of value.

11:00am – 12:00pm

**[ARM/Multi-Discipline]**

**Appraisals in the Courtroom - From A Judge's Perspective**

[Robert Kelley, Jr.](#) | Shareholder | Hill Ward Henderson

The Honorable Darren D. Farfante | Hillsborough County (Florida) Circuit Court

1:00 – 2:00pm

**[ARM/Multi-Discipline]**

**Applying USPAP in an Appraisal Review Assignment**

[Barry J. Shea](#), ASA, IFA, ARM | Real Property Appraiser | Barry Shea and Associates

This program will address how and when USPAP applies in appraisal review assignments. It will include a brief review of the key applicable USPAP definitions and go on from there to address scope of work, report formats, and competency in various scenarios applicable to various disciplines, property types, and assignment types.

2:05 – 3:35pm

**[ARM/Multi-Discipline]**

**Bad Trial Testimony-Avoiding the Chasm Below the Bridge of Death**

[Edward Kainen](#) | Senior and Managing Partner | Kainen Law Group

This will be a presentation, using actual trial testimony, which will illustrate major pitfalls by testifying witnesses that can single-handedly result in losing a case and sacrificing the testifying expert's credibility. The course will focus on keys for report preparation, necessary preparation for trial, recognizing traps while testifying, "reading the room" at trial, and maintaining credibility with the Court.

4:00 - 5:00pm

**[ARM/Multi-Discipline]**

**CRAC Can Save Your Life!....Professional Life, That Is!**

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

Find out how the simple, clear, concise structure of CRAC methodology can safeguard your career against deadly defamation, brutal bias, and perilous partiality. Join appraisal review colleagues and meet new colleagues-to-be in this important appraisal review report writing tutorial. Don't go your own way and find yourself free fallin' under pressure...Come save your written words from going off the rails on a crazy train.

8:00 - 9:00am

**[ARM/Multi-Discipline]**

**How Lawyers Determine if an Appraisal is Credible**

[Michael Gregory](#), ASA | Founder/Owner | Michael Gregory Consulting, LLC

This session will focus on business valuation experts in various forms of alternative dispute resolution with an emphasis on mediation. Experts can be highly effective and powerful in helping to resolve issues if you are properly prepared, and your mediator in mediation has knowledge, expertise, and experience in this area and mediation. This session will provide you with what you need to consider with the application of alternative dispute resolution in general and in mediation in particular.

9:05 - 10:05am

**[ARM/Multi-Discipline]**

**Marina Appraisals**

[Matthew Kaufman](#), ASA ARM-MTS | President | Spearhead Valuation Group

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

[Mike Pratt](#), ASA | Director of Education Services | Palm Beach County Property Appraiser

[Mike Hill](#), FASA | Partner | Weaver & Tidwell LLP

[Pamela Bensoussan](#), ASA, ARM | Owner | Bensoussan & Associates

Join the appraisal manager as a team is assembled for a multidiscipline assignment, and coordinated to the point of report completion. Large appraisal assignments require the hiring of appraisal professionals in multiple disciplines, multiple specialties, and the oversight of the entire appraisal process—from interviews, to scope of work, and much more. Witness a mock experience of the appraisal management process and consider becoming an appraisal team manager.

10:30am - 12:00pm

**[ARM/Multi-Discipline]**

**Marina Appraisals (cont.)**

[Matthew Kaufman](#), ASA ARM-MTS | President | Spearhead Valuation Group

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

[Mike Pratt](#), ASA | Director of Education Services | Palm Beach County Property Appraiser

[Mike Hill](#), FASA | Partner | Weaver & Tidwell LLP

[Pamela Bensoussan](#), ASA, ARM | Owner | Bensoussan & Associates

*Continuation of previous session.*

1:00 - 2:00pm

**[ARM/Multi-Discipline]**

**Writing An Effective Rebuttal Report**

[Gary R. Trugman](#), CPA/ABV, FASA, MVS | President | Trugman Valuation Associates, Inc.

This presentation will provide the participants with a refresher on USPAP Standards 3 and 4 as well as how to prepare a strong rebuttal report that will be used in a litigation setting. The discussion is expected to include how to turn your affirmative report into a strong critique of the opposing side's report.

**2:30 – 3:30pm**

**[ARM/Multi-Discipline]**

**Getting Engaged: Setting the Boundaries for a Healthy Client Relationship**

[Kieran Wheeler](#) | Shareholder | Rapp & Krock, PC

This presentation will explore the legal and business considerations of common provisions in a client engagement letter, with a focus on enhancing the payment of fees, and limiting exposure to claims. It will include a discussion of frequently negotiated provisions such as arbitration clauses, indemnification, and liability caps, as well as some of the key components of the engagement process, from the “battle of the forms” to ensuring that the agreement is enforceable.

**3:35 – 4:35pm**

**[ARM/Multi-Discipline]**

**What I Have Learned in Tax Court and IRS Audits**

[Bruce Johnson](#), ASA | Managing Partner | Munroe, Park & Johnson, Inc.

Over the past 28 years, Bruce A. Johnson, ASA has been involved in several landmark Tax Court cases and IRS Audits. Based on these experiences, this session will share how the IRS audit to Tax Court process works along with firsthand accounts detailing what Mr. Johnson learned along the way. The information will be presented in a case study format. The IRS challenges involved transfers of minority interests in family limited partnerships and operating companies. Mr. Johnson will share how the IRS responded, some tips to avoid IRS scrutiny and how to build a stronger appraisal report.