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 Fellow | CEO/Executive Vice President
Richard Berkemeier, ASA | Pegasus Aircraft Appraisal Group

8:00 - 9:30am  Keynote Address: The Status and Outlook for the U.S. Economy
LaVaughn M. Henry, PhD, CBE
Special Assistant to the Sr. Deputy Director of Supervision and Policy in the Division of Risk Management & Supervision | The Federal Deposit Insurance Corporation (FDIC)

9:35 – 10:35am  [Gems & Jewelry]
World Politics and Its Effects on the Jewelry Industry
Avi Krawitz | Analyst & Writer | The Business of Diamonds

[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

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.

11:00am – 12:00pm  [Gems & Jewelry]
Authentic Luxury & Counterfeit Culture
Graham Wetzbarger | Founder & CEO | Luxury Appraisals & Authentication

Hermes handbags, Rolex watches, and archival fashion are stars of the personal luxury market, which is expanding at a rapid pace. With the emergence of new asset categories, counterfeiters are rampant polluting the marketplace with illegal replicas. This session will provide an overview of the complex process of authenticating luxury goods as well as a discussion of the prevalence, nuance and quality of counterfeits. As values increase and appraisers are increasingly asked to wade into this area, it is critical to know what to look for and when a specialist may be needed.
1:00 – 2:00pm  
[Diamonds and Gems and NFTs]  
Louis Valentine | Managing Director | Diamonds and Gems

NFT of a diamond will bring liquidity to the illiquid asset class. If used judiciously, it can be a very useful financial instrument. Consumers who wish to capitalize on the latest technological advancements and explore the possibilities with their gems will be able to do so like never before.

[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  
[Dappring for Resale: Recognizing Markets and Values]  
Duncan Parker, FGA, FCGmA, CAP (CJA) | Vice President | Dupuis Fine Jewellery Auctioneers

Appraisers are often asked to document jewels that might be destined for resale. Clients rely on the expertise of appraisers to provide expert guidance on the disposition of jewels. This expertise may include well considered directions for the best and most appropriate market, but, importantly, the appraisal value for the correct market for each item. The style, brand, condition, and thus, desirability of a jewel may also affect its resale value. This presentation will explore the various markets and levels of value appropriate for the resale of jewels.

[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  
[9000 Years of Precious Metals Used in Jewelry]  
Charles Carmona, ASA | President | GUILD LABORATORIES INC

From the earliest history of the use of precious metals in jewelry through modern times and into the future, this presentation will cover topics of basic metallurgy, historical and current environmental impact, refining processes and potential sources of precious metals going forward. Sources of published historical and scientific papers will be cited for further investigation by attendees.
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 session. 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.

### Monday, September 12, 2022

**8:00 – 9:00am**

**[Gems & Jewelry]**

**Protecting Passion Investments**

Michelle Impey | AVP, Fine Art & Collections Manager | Chubb

What are the top causes of loss for collections? Are there new risks that are emerging? What’s insurable and what’s not? What are the appraisal requirements? Help your clients avoid common pitfalls by learning about loss trends, insurance coverage benefits, and risk mitigation for collections.

**[ARM/Multi-Discipline]**

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

Charles E. Blau, Esq., ASA, CRE | Partner | Blau & Blau

An attorney reviews an appraisal report differently than a review appraiser looking for USPAP compliance. We are concerned only with credibility, which depends primarily on the appraiser’s facts and reasoning.

**9:05 - 10:05am**

**[Gems & Jewelry]**

**Topic TBA**

Don Palmeri | President | Gem Certification & Assurance Lab (GCAL)

**[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

Gary R. Trugman, CPA/ABV, FASA, MVS | President | Trugman Valuation Associates, Inc.

**10:30am - 12:00pm**

**[Gems & Jewelry]**

**Appraising the Jewelry After It’s Gone**

Teri Brossmer, ASA, ARM-GJ, Master Gemologist Appraiser | Gemologist-Appraiser/President | Gem Appraisals Unlimited, LLC

This presentation will address some of the unique issues commonly encountered in post loss appraisal assignments. The lecture will be followed by interactive case studies.
designed to provide attendees with the opportunity to work together to discover ways to produce credible assignment results by overcoming the challenges of appraising jewelry when it cannot be inspected.

[ARM/Multi-Discipline]
Marina Appraisals (cont.)
Matthew Kaufman, ASA ARM-MTS | President | Spearhead Valuation Group
Melanie Modica, ASA, ARM, CFCL | Modica Fine Art LLC
Mike Pratt, ASA | Director of Education Services | Palm Beach County Property Appraiser
Gary R. Trugman, CPA/ABV, FASA, MVS | President | Trugman Valuation Associates, Inc.

1:00 - 2:00pm

[Gems & Jewelry]
Appraising Nature’s Artwork: Minerals and Gems
Dr. Cigdem Lule, PhD, FGA, GIA GG | Owner | Kybele LLC

Mineral collecting is an age-old practice and requires understanding of geology as a science. Until the end of 20th century it was exclusively done for research and curiosity. Globalization and broadened interest for unusual items have led to an increase in the number of serious mineral collectors. Natural mineral and gem materials are highly collectable, yet their value determinants can be complicated to understand. Considering these materials are also too frequently encountered in the context of investment fraud, an independent specialist should be consulted for them, especially for large and rare examples. The speaker will probe the subject from the appraisal perspective.

[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

[Gems & Jewelry]
Tough Talks, Difficult Discussions and Crucial Conversations
Phillip Bosen | CEO/ Chief Strategist | Bosen Associates

Tough talks are when opinions differ, stakes are high and emotions are strong. When handled skillfully they create breakthroughs and when handled poorly they create breakdowns. Unfortunately, when it matters most, we do our worst. With guidance and practice we can improve and become the leaders that are needed.

[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.