

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 | ASA
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

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

[Personal Property]**Lessons Learned from a Recent Tax Court case: *Chiarelli v. Commissioner* (and other topics)**

[Theresa Melchiorre](#) | Attorney | Office of Chief Counsel Internal Revenue Service

Have you ever been presented with valuing for income tax purposes a household full of personal property to be donated to charity? That was the assignment in *Chiarelli v. Commissioner*. How the appraiser in this case got it wrong and what to do instead.

11:00am – 12:00pm

[Personal Property]**True Luxury? Appraisal Best Practices in a Counterfeit Culture**

[Graham Wetzberger](#) | Founder & CEO | Luxury Appraisals & Authentication

Hermes handbags, Rolex watches, and archival fashion are the stars of the rapidly expanding personal luxury market. With the emergence of new asset categories, counterfeiters are rampantly polluting the marketplace with illegal replicas. This session will provide an overview of the complex process of authenticating luxury goods and discuss

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

[Personal Property]

Understanding Relevant Markets for Sold-Out Artists

[Lela Hersh](#), ASA | President | Museum and Fine Arts Consulting LLC

[Vivian Pfeiffer](#) | Head of Business Development and Deputy Chairman, Americas | Phillips

When conducting an insurance appraisal, what is the relevant market for artists who have long waiting lists? For tax-related assignments, what is the most common market for artists' works when not everyone is able to buy at the gallery level where who can and cannot make a purchase is tightly controlled. How does an appraiser factor in sharp surges and high prices for emerging artists with limited recognition by museums, and without a history exhibitions and publications? This session will address current market conditions for works by diverse artists by a leading auction house contemporary specialist and art advisor.

2:05 – 3:35pm

[Personal Property]

A Step into the NFT World

[Erick Calderon](#) | Founder/CEO | Art Blocks Inc.

The entry of NFTs, or non-fungible tokens, into the marketplace is not a passing trend. It is a multi-billion-dollar industry that is expanding exponentially. Artist and entrepreneur Erick Calderon will discuss exactly what an NFT is, how it compares to a simple digital file, where to find and understand comparables in the cryptocurrency milieu, how to protect NFTs against theft, and why the technology is here to stay.

4:00 – 5:00pm

[Personal Property]

Seeking the Truth - Forensic Authentication Through Signatures and Composition

Larry F. Stewart, AA, BS, MS, CFC | Chief Forensic Scientist | Global Forensic Services, LLC

Art, historical documents and statuary are often counterfeited for monetary gain. An incomplete provenance on an object can make it challenging to appraise works. How can forensics assist in developing proof of fraudulence or alternatively help show likelihood of genuineness? This interactive discussion will attempt to help define what is possible through the forensic scientific examination of signatures/inscriptions, paint pigments, compositional analysis, and aging of questioned works of art.

Monday, September 12, 2022

8:00 - 9:00am

[Personal Property]

Protecting Passion Investments

[Michelle Impey](#) | AVP, Fine Art & Collections Manager | Chubb

Collectors need specialized insurance coverage in order to have the broadest protections. Are new risks emerging? What are the top causes of loss for collections and what's

insurable and what's not? What are the appraisal requirements? This session will help you understand the common pitfalls that your clients must avoid by learning about loss trends, insurance coverage benefits, and risk management for collections.

9:05 - 10:05am

[Personal Property]

Culture Wars, Viruses and Inflation, Oh My!

[Rico Baca](#) | Owner/Auctioneer | Palm Beach Modern Auctions

Trends are determined by peoples' reactions to world events, none more than buying habits. We will be introducing the concepts through an interactive live auction with winnable items using Palm Beach Modern Auctions money.

10:30am - 12:00pm

[Personal Property]

A Window into Understanding Contemporary Glass Markets

[Suzanne Perrault](#) | Partner | Rago/Wright Auctions

Contemporary glass has been collected roughly since the great museum experiments of 1962 in Toledo, Ohio, and has become tremendously popular worldwide in subsequent decades. Many collectors regularly have their holdings appraised, whether for estate or insurance purposes, or with a goal of divestiture. This session will address varying markets and prices of objects - both purchased new from living artists and at auction. A discussion regarding the expectations of clients and sale venues, as well as the history and psychology behind them, will guide appraisers moving forward.

Contemporary Glass: Connoisseurship

[Jane Buckman](#) | Executive Director | Imagine Museum: Contemporary Glass Art

The United Nations has designated 2022 as the "International Year of Glass," highlighting the movement of studio glass into mainstream contemporary art, with tremendous innovation in technique, creativity and diversity of available material. This session will address the history of glass as art, what makes a work worthy of institutional display, and include a discussion of ranking and connoisseurship.

1:00 - 2:00pm

[Personal Property]

Dalí 101: From Melting Watches to Post-Atomic Still-Lives

[Peter Tush](#) | Curator of Education | The Dali Museum

The two-decade curator at the Dalí Museum, Peter Tush, will discuss symbolism and connoisseurship in Dalí's work and provide insight to understanding his work.

Avoiding the Pitfalls: Appraising the Prints of Salvador Dali

[Deborah Ripley](#) | Director of Prints & Multiples Department in New York | Bonhams

Salvador Dali published spectacular prints that are the equal of Picasso both in their superlative draftsmanship and complexity, but the artist's declining health at the end of his life lead to numerous illicit editions with forged signatures. As an appraiser, how can you avoid making rookie mistakes in both cataloguing and appraising prints by this maddeningly elusive genius?

2:05 – 3:05pm

[Personal Property]

The Impact of 18th and 19th Century African American Decorative Arts

Paul K. Baker, Ph.D. | Director of the University Galleries & Professor of History | North Carolina A & T State University

Many African American craftsmen such as cabinetmaker and freedman, Thomas Day, created their work in the field of decorative arts using period styles and intertwining rhythmic themes and motifs. Centuries later, many of these artisans tell their stories of overcoming anonymity are being revealed and their works prized by collectors and museums.

3:35 – 4:35pm

[Personal Property]

Updating Contracts in a Post Covid World

[Wendy Lindstrom](#) | Attorney | Mazzola Lindstrom LLP

In 2020, the process of appraising was flipped on its head. With insurers, courts and the IRS regularly receiving appraisals completed without an onsite inspection, appraisers were tasked with creating credible reports with value conclusions that could be relied upon without ever seeing the property in person - or even meeting the client. Although the demand for remote appraisals has been growing for years, issues involving confirming cataloging, condition, authenticity, working with galleries and auction houses have taken center stage. What complications have arisen from having to work remotely during the pandemic? This session will address new considerations and language that should be included in an appraisal contract to protect appraisers in 2022 and beyond.