



Monday, October 2, 2023

CONTENT SUBJECT TO CHANGE

All session times noted are U.S. Central Daylight Time

8:30 - 8:45am

Welcome & Opening Remarks

[Johnnie White](#), MBA, CAE, CMP | CEO/Executive Vice President | ASA

[Garrett Schwartz](#), ASA, CEA | Senior Equipment /Appraiser | Sencer Appraisal Associates

8:45 - 9:45am

Keynote Address: Attempting Everest the Harder Way

[Nick Talbot](#) | Chief Executive Officer | IVSC

Come and listen to Nick Talbot's humorous but motivating take on living a life less usual. Nick was born with Cystic Fibrosis which can destroy the lungs and other organs to the extent that he had a life expectancy of 16. Nick is now the CEO of the International Valuation Standards Council and has managed to get through a few near-death experiences including being on Everest for the two worst natural disasters in history. Hear about his approach to challenges in both the world of appraisal and mountaineering to push boundaries and fundraise for charities around the world.

10:15 – 10:25am

[Real Property]

Discipline Welcome

10:25 – 11:25am

[Real Property]

Mistakes to Avoid in Litigation Appraisals

[Charles E. Blau](#), Esq., ASA, CRE | Partner | Blau & Blau

What do lawyers look for to show the appraisal is not credible? Learn more about the importance of confirmations, inspections of comps and omissions.

[ARM/Multi-Discipline]

Mistakes to Avoid in Litigation Appraisals

[Charles E. Blau](#), Esq., ASA, CRE | Partner | Blau & Blau

What do lawyers look for to show the appraisal is not credible? Learn more about the importance of confirmations, inspections of comps and omissions.

11:30am – 12:30pm

[Real Property]

Introduction to Business Valuation: Key Insights for Appraisers

[Casey Karlsen](#), ASA | Manager, Valuation Services Group | BerryDunn

[Seth Webber](#), ASA, CFA, CEPA, CBA, CVA | Principal, Valuation Services Group | BerryDunn

This business valuation introductory session is designed for appraisers in related disciplines such as personal property, real property, machinery, and technical disciplines. Attendees will learn about the common reasons for business valuation and the key factors that drive business value within the income approach, market approach, and asset approach, building from the core concepts present in other appraisal disciplines. Attendees will walk away with a greater understanding of business valuation and how it relates to other appraisal fields. We'll also cover the outstanding business valuation resources and courses available through the ASA.

[ARM/Multi-Discipline]

Succession Planning for Appraisers

[Tyler J. Arbour](#) | Shareholder | Lugenbuhl, Wheaton, Peck, Rankin & Hubbard
William Tomlinson, CRPC | Wealth Advisor | Independence Wealth Advisors

[Jack Beckwith](#), ASA | President | EAGI

[Charles C. Dixon](#), ASA (MTS-ARM), CSA | President/Owner | CD Valuation Services

This will be a highly interactive session sharing ideas about succession planning options for the small practices and sole practitioners. Seasoned practitioners will walk away with options and a list of things to not overlook. Younger professionals may just find a new opportunity. If you have already had success in this area, please also join us and share your experiences.

1:30 – 2:30pm

[Real Property]

Supporting Residential Appraisal Adjustments

[Jason A. Tillema](#), ASA, SRA, AI-RRS, IFA | Appraiser | Access Valuation

Developing reasonable and supportable adjustments is one of the key factors which separates an appraiser from others in the real estate profession. This course highlights the common methods for developing adjustments and illustrates ways to develop credible, reasonable and supportable adjustments in an efficient manner.

[ARM/Multi-Discipline]

Understanding The Ad Valorem Market

[Mike Pratt](#), ASA, IFA, IAAO-P, CFE, CAM | Director, Education Services Division | Palm Beach County Property Appraiser

[Richard Conti](#), ASA, ARM, MAA | President | Conti Appraisal Service

This session will acquaint the MTS, PP, RE and Business Valuers with the Ad Valorem Market presented by two sitting Tax Assessors. Representing large and small jurisdictions, the assessors will detail how appraisers get business from municipalities and county jurisdictions, and what is expected of them. Actual case histories will be examined including appraisals focused on the income and market approaches. Appraisal Review case histories will be included in the presentation. As a result of attending, appraisers will have an orientation to develop their participation in this large market understanding the assessment process, protocols and opportunities.

2:35 – 3:30pm

[Real Property]
Supporting Residential Appraisal Adjustments

Continuation of previous session.

[ARM/Multi-Discipline]
The Daubert Standard: An In-Depth Review of the Admissibility of Expert Witness Testimony

[R. David Bolls](#), III, LL.M. (Taxation) | Of Counsel | Leigh Law Group P.C.

The in-depth review will provide an outline of the well-known Daubert standards and examine recent case law in order to better assist appraisers to survive Daubert challenges during their expert witness testimony. The review will emphasize the role of the expert witness appraiser, study notable past U.S. Supreme Court cases, examine recent case law opinions and pending appeals which could have an impact on the appraiser's present and/or future standards of practice when substantiating an appraisal opinion as an expert witness.

3:30 – 3:45pm

Appraisal Institute Practical Applications of Real Estate Appraisal (AI PAREA)

[Ray Martinez](#), Ph.D. | Senior Manager, Technology-Based Education | Appraisal Institute

The Appraisal Institute Practical Applications of Real Estate Appraisal (AI PAREA) is an online program covering appraisal theory and methodology, in real-world simulations, with mentoring from nationally-recognized appraisers. AI provides an alternative to the traditional supervisor and trainee model for experience for licensed residential and certified residential appraisers.

4:00 - 5:30pm

[Real Property]
Statistics and Statistical Fallacies in Appraisal Practice

[Mark W. Shirley](#), CPA/ABV/CFF, CVA, MAFF, CFE | Managing Partner | V & L Consultants, LLP

The discipline of appraisal practice is promoted as more ART than science. If the ART of appraisal practice is rooted in professional judgment and intuitive reasoning, then the SCIENCE of appraisal practice is statistics. Professional periodicals, publications, and training materials have frequently institutionalized intrinsically flawed approaches to quantifying unknown values. A guess regarding an unknown value when premised on subjective or qualitative factors has infinite variability and is precise by random chance. "A judicious man uses statistics, not to get knowledge, but to save himself from having ignorance foisted upon him." [Thomas Carlyle] During this presentation we will explore the common statistical measures applied in appraisal practice and the statistical fallacies resulting from their misuse and abuse.

[ARM/Multi-Discipline]
Necessary Preparation for Depositions and Key Distinctions Between Deposition and Trial Testimony

[Edward "Ed" Kainen](#) | Managing Member | Kainen Law Group, PLLC

The program will focus on the knowledge and skills helpful in successfully preparing to have your deposition taken. It will address the different types of testimony that an expert witness may offer and focus on the types of testimony that will be most beneficial in a

deposition setting as well as the different type of testimony most beneficial in a trial setting. The program will enable the expert witness to skillfully navigate and be successful in both situations.

Tuesday, October 3, 2023

7:40 – 8:25am

[ARM/Multi-Discipline]

Building Trust in the Appraisal Profession

[Robert B. Morrison](#), FASA | Member, Board of Trustees | The Appraisal Foundation

[David Bunton](#) | President | The Appraisal Foundation

[David Doering](#), ASA | President | Missouri Property Appraisal, Inc.

The appraisal profession is facing unprecedented headwinds from the public and from regulatory agencies. Major challenges include the “Silver Tsunami” and a growing scarcity of qualified appraisers, allegations of bias and discrimination in appraisals, and lack of diversity among appraisers. Learn what The Appraisal Foundation is doing to combat these challenges and what you might do to help.

8:30 - 9:30am

[Real Property]

Protecting Yourself from Complaints

[Isaac Peck](#) | President of OREP Insurance, Publisher of Working RE Magazine | OREP Insurance Services LLC

In today's regulatory and legal environment, appraisers are increasingly on the receiving end of state board investigations, regulatory complaints, GSE and lender "warning letters," blacklists and more. Specializing in appraiser risk management and defense, Peck will share practical steps appraisers can take to protect themselves, limit their exposure and tighten up their appraisal processes so they can stay out of trouble.

[ARM/Multi-Discipline]

Post-Pandemic Reality: Working in Remote Teams

[Carlos Lavin](#), ASA, MRICS | President | Appraisals International

[Natalia Szubbocsev](#) | Director of Operations and Sales | Appraisals International

Even before the pandemic, most appraisers conducting site inspections and appraisal consultants/subcontractors worked remotely. Since then, many aspects of how we work have changed radically. The US Census shows that between 2019 and 2021, the number of people primarily working from home tripled from 5.7% (roughly 9 million people) to 17.9% (27.6 million people), What are the challenges of managing and working with a remote (and global) team? Come and listen to the experiences of the leaders of an appraisal consulting group that enlists team members from four continents (and countless time zones).

9:35 - 10:35am

[Real Property]

Protecting Yourself from Complaints

Continuation of previous session.

[ARM/Multi-Discipline]

Determination of Value in Bankruptcy Proceedings

[Christopher T. Caplinger](#) | Shareholder | Lugenbuhl, Wheaton, Peck, Rankin & Hubbard

The presentation will focus on the unique aspects of valuation of assets, claims, and businesses for various purposes in bankruptcy proceedings. Specifically, the presentation will include a discussion of the importance of both the point in time relevant to the valuation as well as the particular bankruptcy purposes of the valuation. Finally, the presentation will discuss changes in value and valuation during a bankruptcy case and the role of valuation determinations in different and potential bankruptcy-related litigation and proceedings.

11:00am - 12:30pm

[Real Property]

From Horror Movie to Legal Drama: Limiting Your Liability

[Jeffrey Rauland](#), ASA, SRA, AI-RRS | Chief Appraiser | Consolidated Analytics

Have you found yourself in an episode of The Twilight Zone or maybe Better Call Saul? This session will explore the unique situations that can arise during typical or not-so-typical assignments that can turn into sleepless nights. We promise no cliffhangers -- only practical solutions to help you be the brilliant detective rather than the victim. Or if this is your bailiwick, how to perform at the top of your game for the best results.

[ARM/Multi-Discipline]

THE PERFECT STORM...Convergence of Inflation, Climate Risk and Social Inflation

[Peter Jagger](#) | Managing Director/Senior Vice President | Aon

[Kevin J. Madden](#) | CPSU, ARM Managing Director - Real Estate Practice Leader | Aon

Brian Valery | Director, Risk Management | Empire State Building

[Ed Mazman](#) | Executive Vice President | Ironshore Property Insurance

This presentation panel will provide a multi-discipline perspective on challenges on reported values facing Insurance Brokers, Claim Professionals, Insureds and Underwriter.

1:30 - 2:30pm

[Real Property]

Understanding Fannie Mae Collateral Underwriter (CU) for Residential Real Estate Appraisers

[William R. Temple](#), ASA, SRA, AI-RRS, ACFE, MNAA | Appraisal Compliance Strategist | Amrock, LLC

[Byron Miller](#), SRA, AI-RRS, RAA, MSSE | President | BM Appraisals

The presentation will show the publicly available resources on Fannie Mae's Collateral Underwriter website. Appraisers will be able to see what happens to an appraisal report for a mortgage transaction that is uploaded in the Fannie Mae portal, how it is scored, compared and analyzed for use by Client in their quality control process. Appraisers will be able to see links where they will be able to find guidance and answers when solving an appraisal problem. We will also introduce the audience to the Fannie Mae Appraisal Update, a quarterly e-newsletter from Fannie Mae that discusses current issues and topics related to residential appraisal.

[ARM/Multi-Discipline]

Standards of Value - It Impacts All of Us

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

This session is going to discuss how the standards of value in other disciplines impacts our own valuations, particularly when we must incorporate other types of properties into our work product. Learn what a business appraiser needs depending on the standard of value that may be mandated by certain types of valuations. This session will discuss the importance of understanding the standards of value from the other disciplines when relying on other appraisers' work.

3:00 – 4:00pm

[Real Property]

Be Our Guest: Hotel Valuations from the Perspectives of a Business Valuation & Real Estate Appraiser

[Vanessa Brown Claiborne](#), ASA, CPA/ABV, AEP® | President & CEO | Chaffee & Associates, Inc.

[Barry Cunningham](#) | CEO | Property Tax Research LLC

While we all use the same approaches, the test of values and valuation theory are notably different. This session will explain the similarity and differences in a valuation with a focus on hotels.

[ARM/Multi-Discipline]

\$80 Billion and 87,000 Additional IRS Employees and Valuation

[Michael A. Gregory](#), ASA, CVA, Qualified Mediator with the Minnesota Supreme Court | Founder and Chief Manager | Michael Gregory Consulting, LLC

The Inflation Reduction Act will provide the IRS \$80 billion additional dollars and will be adding 87,000 employees over the next 10 years. During this session Mike takes a look at the IRS strategic plan, public information available from the Treasury Department and IRS, and shares with you his insights of what this may mean overall related to business valuation in the IRS Engineering Program where the business valuers are located. Both short term and longer-term implications are presented to give business valuers an idea of what may expect in the future given IRS objectives.

4:05 – 5:05pm

[Real Property]

Using AVMs If You Dare

[Robert Schlegel](#), FASA | Principal | Houlihan Valuation Advisors

[Byron Miller](#), SRA, AI-RRS, RAA, MSSE | President | BM Appraisals

In this session learn more about non-diversifiable customer diversification and concentration, including examples of customer concentration increasing Beta, and risk; examples of increases in the cost of equity and debt in various industries including new research of 50 microcap distribution companies who identified a customer concentration issue; situations in smaller private companies where customer concentration can show positive influence on earnings and stability, thereby increasing value; and suggestions for appraiser investigation when presented with clients showing high or variable customer intensity.

[ARM/Multi-Discipline]

Federally Regulated Transactions and USPAP

[Raymond Rath](#), FASA, CEIV™, CFA | Managing Director | Baker Tilly US, LLP

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

[Michael H. Evans](#), FASA | President | Evans Appraisal Service, Inc.

This panel will discuss Federally Related Transactions (FRT) - one of the key drivers requiring USPAP compliant valuations. Real estate represents a key discipline where many projects are classified as FRT. Surprisingly, financial reporting valuations, a significant area of practice for many BV appraisers, are not currently classified as an FRT. Our panelists will explore FRTs and USPAP compliance issues.

[Register Now!](#)