

## LUNCHEON MEETING SCHEDULED IN FEBRUARY

Mr. Charles W. Kelly, MAI  
Chair, Region VIII, Appraisal Institute will present

### ***Mark-to-Market: the New FIRREA***

**Thursday, February 14, 2002**

Lincoln City Club, 5440 LBJ Freeway, Third Level

**Board of Directors Meeting:** 10:00 to 11:30 a.m.  
**Luncheon, Nominating Committee Election and Program:** 11:30 a.m. to 1:30 p.m.

**Meal Program Cost:** \$25.00 per person (No Shows Will Be Billed)

**Reservations Required:** Deadline-Wednesday, February 13

Call 972-233-2244 or e-mail [ainorthtexas@worldlogon.com](mailto:ainorthtexas@worldlogon.com)

*Approved by the Appraisal Institute for 2 hours continuing education credit*

*Accepted by the Texas Appraiser Licensing and Certification Board for 2 hours continuing education credit*

## President's Message

*By Jack Poe, MAI*

Under the tutelage of three exemplary Past Presidents, Emma Rhodes, MAI, Lance Coyle, MAI, and Ken Wilson, MAI, I learned a great deal about conducting the business of our Chapter. Now it is my pleasure to serve as President of the North Texas Chapter during 2002. Ross Perot said a leader should surround himself with people who are smarter than he is and I did that in October when I appointed nine new Committee Chairs.

In 2002 we intend to:

1. Switch to monthly luncheon meetings with continuing education (usually second Thursday).
2. Conduct brainstorming sessions to gather input from the general membership and route that information back to our National President.
  - Ask existing members what they want from the Appraisal Institute
  - Ask new members why they joined
3. Welcome new and potential members by integrating them into the organization.
4. Sponsor a Service Workshop to foster membership and public relations.
5. Promote Appraisal Institute education at every opportunity.
6. Support Tom Motta, MAI, SRA, President, Alan Hummel, SRA, President Elect, Gary Taylor, MAI, SRA, Vice President, and the National Board of Directors in their endeavors to guide the policies of the Appraisal Institute and carry out the directives of the members.

7. Attend Texas Appraiser Licensing and Certification Board meetings in Austin.
8. Do something FUN! (Tracy Law, MAI, Social & Charity Events Committee Chair, has some great ideas).

The appraisal profession and the Appraisal Institute are changing and evolving, and there is a contingent of members who want things to go back to the way they were. But going back is not possible because of national and international influences on the appraisal profession. The *thoughtful, committed citizens* in our organization see the need to work hard to maintain our status as the largest appraisal organization in the United States and the acknowledged leader in real estate appraisal education, publishing, and research.

In a society becoming increasingly pessimistic about the human capacity to change, Margaret Mead (the most famous social scientist of the 20th Century) insisted on the importance of enhancing and supporting that capacity. She believed that cultural patterns were learned and that the members of a society could work together to modify their traditions and to construct new institutions. This conviction drew her into discussions of the process of change, expressed in the slogan, "*Never doubt that a small group of thoughtful, committed citizens can change the world*".

Please take advantage of the benefits provided by the North Texas Chapter and the National organization and get committed to be a part of the solution to the challenges that appraisers face. Also, the Appraisal Institute offers general and residential designations to qualified members - reach out this year and invite a colleague to join the Appraisal Institute.

If you have questions about the [Appraisal Institute](#) or how to become a member please browse our frequently asked questions. I, personally, communicate more efficiently by email. [jpoe@poeco.net](mailto:jpoe@poeco.net).

## Nominating Committee Election February 14

Two members of the Chapter Nominating Committee are elected by the membership. The election of these members will be held at the February 14 Chapter meeting. All nominations for the two elected members shall be made from the floor.

Nominating Committee members cannot serve consecutive terms. Members of the 2001 Nominating Committee were: Lance Coyle, MAI, Chair, Jim Chaffin, MAI, Charles Kelly, MAI, Ann Kostishak, MAI, and Jay Massey, MAI, SRA. Ken Wilson, MAI shall serve as Chair of the 2002 Nominating Committee.

The Chapter Nominating Committee will be preparing a 2003 slate to fill the positions of President, Vice President, Secretary, Treasurer, three members of the Board of Directors, three Regional Representatives, and five Regional Representative Alternates. Contact Ruth Kelton (972-233-2244 or [ainorthtexas@worldlogon.com](mailto:ainorthtexas@worldlogon.com)) if you are interested in serving in any of these positions next year.

## Donations Benefit Chapter Member's Daughter and September 11 Relief Fund

This year's Holiday Party and Installation of 2002 Officers and Directors was a success. All in attendance enjoyed, food, dancing, visiting with friends, and the silent auction. Attendees had been asked to provide donations for distribution to a college fund for the 9 year-old daughter of the late D. Mark Martin, MAI and the September 11 Relief Effort. A total of over \$5,300 was donated toward both causes. The Chapter leadership would like to extend its sincere appreciation for the many members that attended the function and/or provided a donation. Your generosity is greatly appreciated.

Several individuals and companies generously donated items for the silent auction. Their participation in this very worthy cause is also appreciated. The donors were:

Advanced Valuation Systems  
Debby Baker, The Flower Mart  
Richard Baker, MAI  
Mac Bottum, MAI, MacKenzie S. Bottum & Assoc.  
Lance Coyle, MAI, Coyle Realty Advisors  
FSL Group, Inc.  
Bryan Humphries, MAI

Jimmy James, MAI  
Charles Kelly, MAI  
Tracy Law, MAI  
K. Lynn Naugher, MAI  
Mike Naugher, Jesco Foundation Repair  
John Trabold, MAI  
Ken Wilson, MAI

## In Memoriam

The North Texas Chapter acknowledges with sincere regret the recent death of Lane Glazer, MAI. Lane was actively involved in the Chapter, and was the owner of The Appraisal Shop, Inc.

The North Texas Chapter acknowledges with sincere regret the recent death of Lenore Reynolds, SRA. Lenore was one of the first women that earned the SRA designation through the Dallas Chapter of the Society of Real Estate Appraisers.

### Chapter Meetings Mark Your Calendar

February 14 – lunch

March 14 – dinner

April 11 – Tyler

May 9 – lunch

September 12 – lunch

October 10 – dinner

November 14 – lunch

***As a member of the North Texas Chapter,  
if you are in attendance at the February 14 meeting  
and your name is drawn, you will win \$200!***

## Announcements

**The University of Texas in Arlington** is incorporating more “real life” projects into the upper level graduate real estate courses, such as appraising and writing a narrative report for a piece of property. MAI coaches are needed to provide an opportunity for close interaction with a small group of graduate students on their projects. The coach’s commitment would be limited to an initial meeting at the MAIs office with the students (the purpose of the meeting is to give the students advice on getting started and information on the local market, and to give the students some exposure to an appraisal firm), maybe answering one or two additional phone calls after the meeting, and briefly reviewing the final report. If you are interested in participating, please contact Ruth Kelton (972-233-2244 or [ainorthtexas@worldlogon.com](mailto:ainorthtexas@worldlogon.com)).

**The Membership Development and Retention Committee** of the Appraisal Institute North Texas Chapter met on February 5<sup>th</sup> and set goals and tactics for implementation in 2002. The primary goal of the MD&R Committee is to develop new Associate Members, and the secondary goal of the committee is to retain SRA Members. These goals were set after determining that the number of MAI Members in the Appraisal Institute (National) has been stable for the past ten years, while 40% of SRA Members and 70% of Associate Members have resigned. Chapter membership has performed similarly. The MD&R Committee developed several tactics to develop and retain members at their meeting. Please join in these efforts by contacting Phil Bird MAI, MD&R Committee Chair, at [nTEGRITY@swbell.net](mailto:nTEGRITY@swbell.net).

## 2002 Education Schedule Appraisal Institute, North Texas Chapter

Date	Course/Seminar	Location	Continuing Education Credits	Tuition
March 14	Valuation of Detrimental Conditions in Real Estate Seminar <b>MCE Approved</b>	Greater Dallas Association of Realtors	AI-7 hours ACE-7 hours MCE-8 hours/0 legal hours	\$145-members \$195-nonmembers
March 15	Litigation Skills for Appraisers: An Overview Seminar <b>MCE Approved</b>	Greater Dallas Association of Realtors	AI-7 hours ACE-7 hours MCE-8 hours/2 legal hours	\$145-members \$195-nonmembers
April 5-6	Standards of Professional Practice, Part C (430) <b>MCE Approved</b>	Comerica Service Center	AI-15 hours/1 exam hour ACE-15 hours MCE-13 hours/6 legal	\$250-members \$300-nonmembers
April 7-13	Appraisal Principles (110) **	Harvey Hotel Plano	AI-36 hours/3 exam hours ACE-36 hours/3 exam hours	\$490-members \$540-nonmembers
April 14-20	Appraisal Procedures (120) **	Harvey Hotel Plano	AI-36 hours/3 exam hours ACE-36 hours/3 exam hours	\$490-members \$540-nonmembers
May 5-11	General Applications (320) **	Harvey Hotel Plano	AI-36 hours/3 exam hours ACE-36 hours/3 exam hours	\$550-members \$600-nonmembers
Sept. 20-21	Standards of Professional Practice, Part A (410) ** <b>MCE Approved</b>	Comerica Service Center	AI-15 hours/1 exam hour ACE-15 hours/1 exam hour MCE-15 hours/6 legal hours	\$250-members \$300-nonmembers
October 18-19	Apartment Appraisal (330) ** <b>MCE Application to be Submitted</b>	Comerica Service Center	AI-15 hours/1 exam hour ACE-15 hours/1 exam hour	\$250-members \$300-nonmembers
November 4	Avoiding Liability as a Residential Appraiser Seminar <b>MCE Application to be Submitted</b>	Cityplace Conference Center	AI-7 hours ACE-7 hours	\$145-members \$195-nonmembers
November 5	Real Estate Fraud Seminar <b>MCE Approved</b>	Cityplace Conference Center	AI-7 hours ACE-7 hours MCE-8 hours/4 legal hours	\$145-members \$195-nonmembers

\*\* Contact the North Texas Chapter for Licensure Package, Residential Certification Package, and General Certification Package discount rates.

# Calendar of Events

## February

14 Board of Directors Meeting/Chapter Luncheon Meeting - Lincoln City Club  
25-26 Comprehensive Examination – Houston, Texas

## March

14 Board of Directors Meeting/Chapter Dinner Meeting - Lincoln City Club  
14 *Valuation of Detrimental Conditions Seminar* - GDAR  
15 *Litigation Skills for Appraisers: An Overview* - GDAR

## April

5-6 *Standards of Professional Practice, Part C* (430) - Comerica Service Center  
7-13 *Appraisal Principles* (110) - Harvey Hotel Plano  
11 Chapter Dinner Meeting – Tyler, Texas  
14-20 *Appraisal Procedures* (120) – Harvey Hotel Plano

## May

5-11 *General Applications* (320) – Harvey Hotel Plano  
9 Board of Directors Meeting/Chapter Luncheon Meeting – Lincoln City Club  
31-6/1 Region VIII Meeting – El Paso, Texas

## June

5/31-6/1 Region VIII Meeting – El Paso, Texas

## July

8-16 Hawaii Summer Conference – Sheraton Waikiki

## August

26-27 Comprehensive Examination – Dallas, Texas

## September

12 Board of Directors Meeting/Chapter Luncheon Meeting – Lincoln City Club  
20-21 *Standards of Professional Practice, Part A* (410) – Comerica Service Center  
27-28 Region VIII Meeting – Location TBD

## October

10 Board of Directors Meeting/Chapter Dinner Meeting – Lincoln City Club  
18-19 Apartment Appraisal (330) – Comerica Service Center

## November

4 *Avoiding Liability as a Residential Appraiser Seminar* – Cityplace Conference Center  
5 *Real Estate Fraud Seminar* – Cityplace Conference Center  
5-12 Chicago National Meetings  
14 Board of Directors Meeting/Chapter Luncheon Meeting – Lincoln City Club

# North Texas Chapter

## **2002 Officers**

President ..... Jack Poe, MAI  
Vice President..... MacKenzie Bottum, MAI  
Secretary ..... John Hirschy, MAI, SRA  
Treasurer ..... George Naeter, MAI

## **2002 Committee Chairs**

Education ..... Marc Farmer, MAI  
Finance ..... George Naeter, MAI  
Guidance..... Shannon Dykes, MAI, SRA  
Legislative Affairs/FACT ..... George Naeter, MAI  
Membership Development and Retention..... Phil Bird, MAI  
Programs ..... K. Lynn Naugher, MAI  
Public Relations ..... Chuck Dannis, MAI  
Social and Charity Events..... Tracy Law, MAI  
Symposium ..... MacKenzie Bottum, MAI  
Telephone ..... John Hirschy, MAI, SRA  
Web Site ..... Richard Baker, MAI

## **Chapter Office**

Executive Director ..... Ruth A. Kelton  
Assistant..... Nancy Young  
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