

Annual Holiday Party Installation of 2003 Officers and Directors

Mark your calendar! The North Texas Chapter's annual Holiday Party is scheduled on Tuesday, December 17 at the Park City Club, 5956 Sherry Lane, 17th floor.

A delicious dinner will be served and a cash bar will be available. This year's party will feature games and raffles for gifts and prizes. (Hint – polish up on your holiday movie trivia and real estate expertise!) A \$200 cash drawing will also be held for one Chapter member in attendance.

North Texas Chapter members will enjoy complimentary admission to the Holiday Party, and guest admission will be \$52.00.

In lieu of admission, donations are recommended. Whether or not you can attend the Holiday Party, your donations are welcome. This year, the donations will be contributed to the Erik Powell Memorial Fund. The fund was established when Katie Powell, Vice President of Membership Services, lost her husband and brother in a tragic accident in Hawaii following the Summer Conference. Many members expressed interest in making some type of gift. In response, President Motta established a Memorial Fund for Katie's discretionary use. It is important that specific directions are followed to eliminate any tax implications. All donations must be made payable to:

Erik Powell Memorial Fund

The memo line of your check must read:

"Gift" Account #5330474124

Formal invitations to the Holiday Party will be mailed to the Chapter membership within one week. Watch your mailbox, and reserve the date – Tuesday, December 17.

How The Appraisal Institute System Works

As my tenure as 2002 President of the Appraisal Institute North Texas Chapter comes to an end, I want to share some of the knowledge I gained with chapter members.

The prerequisites to serve as Chapter President traditionally include chapter service as a committee chairperson, a member of the Board of Directors, and three years of service as an officer (Treasurer, Secretary, and Vice President). Since it usually takes a few years service on a committee to serve as its chairperson, it can logically be deduced that the prior commitment by an outgoing Chapter President has been approximately ten years.

During my service as an officer of the chapter, I attended eight national meetings, ten regional meetings, thirty-two chapter board meetings and countless chapter meetings. Working from within the system these last ten years has taught me many things about how the system works and how to formulate and accomplish goals for the benefit of members.

First, I learned that the greatest majority of the members and leaders of the Appraisal Institute are an extraordinarily honorable group of professionals with whom I am proud to be associated. When I moved to the boonies seven years ago, I joined the fire department because I wanted to do something for my community and I thought firemen were a relatively honorable group of men that I could count on to uphold honorable standards. I am now also President of the fire department and, by comparison, fire department politics are petty compared to the serious business attitudes and honorable intentions of Appraisal Institute members.

Second, I learned that there are procedures for change written into our bylaws that prevent change. This is good. That is why change gets so much publicity among members. The procedures in place to change the bylaws or policies of the Appraisal Institute are arduous since 60 day notices of changes to bylaws are distributed to all members, debated ad nauseam, and voted on by the National Board of Directors. The prerequisites to be on the National Board of Directors not only includes the average ten years of service contributed by Chapter Presidents,

***Thank you to a la mode,
inc., the October Chapter
meeting sponsor.***

but also includes regional service and national committee service.

Just like legislature, a “bill” or change to the bylaws of the Appraisal Institute originates with a committee. The General Appraiser Council and Residential Appraiser Council are likely committees to propose changes to bylaws because they deal with issues like “what it takes to be a member”. The proposed amendment to the bylaws is first debated among committee members, a motion is formulated by that committee, then the motion is published in the 60 day notices and distributed to Regional Representatives and Chapter Presidents. Regional Representatives generally debate the 60 day notice items in advance of semi annual regional meetings then attend regional meetings – continue the debate, then vote on the 60 day notices one at a time. Then the Regional Directors go to semi annual national meetings and sit on the National Board of Directors and reconsider the 60 day notice items again. Yes, that’s right. Regional Directors make up the National Board of Directors. In other words, the most powerful volunteer position in the Appraisal Institute is Regional Director and there are 30 (three from each region). The reason I say most powerful “volunteer” position is that national presidents, president-elects, and vice presidents are paid substantial “honorariums” for their services. Then there is staff.

Just as in governmental politics where career bureaucrats run the year in year out business of the people – so does the staff at the Appraisal Institute. The job qualifications to serve as the Executive Officer of the Appraisal Institute, and most of the staff, include institutional trade group experience and education – not real estate education and experience. Very few paid staff members are members of the Appraisal Institute. Furthermore, the annual total salaries of the National staff is budgeted to be \$4.5 million in 2002 which is about \$45 thousand per staff member since there are about 100 people on the national staff. These bureaucrats assist and guide officers, board members, committee members and members and maintain the “institutional memory” required to conduct a business as large as the Appraisal Institute with a \$15 million budget. This staff and budget does not include the chapter and regional paid staff of executive directors that are invaluable to conducting business.

I guess that about 80% of Appraisal Institute members are small, or very small businesspersons like me. Therefore, it is easy for me to conceptualize the possibility that there are members who do not understand the need for such a large and cumbersome organization such as the Appraisal Institute, because I have been intimately involved for ten years and still cannot connect all the dots. But, I do hope that this summary of how the system works has provided some insight about where changes to bylaws and

policies originate and how the changes are implemented. Lastly, I urge every member to contribute some time to the betterment of this already honorable organization. This includes recruiting new members worthy of membership, and volunteering your time to serve on a committee or as an officer.

Why Conduct a School Value (Ratio) Study?

An article was published in the September 2002 issue of *The Professional Appraiser*, which outlined The Equity Center’s proposal for changes to the annual value studies conducted by the Comptroller’s Property Tax Division. In the following article, Bill Allaway, Director of the Texas Taxpayers’ and Research Association (TTARA), discusses the study from the perspective of major taxpayers. If you have questions, please contact Legislative Committee Chair, Jim Robinson or Doris Koch at the TAAD office.

Why Conduct a Study?

When talking about the school value study, or the ratio study, it is important to keep in mind the reason they are performed. Those reasons are stated explicitly in the statute that describes how they should be done: “It is the policy of this state to ensure equity among taxpayers in the burden of school district taxes and among school districts in the payment of state financial aid to schools. The purpose of this subchapter is to promote that equity by providing for uniformity in the tax appraisal and assessment practices and procedures of school district tax offices, for improvement in the administration and operation of school district tax offices, and for greater competence among persons appraising and assessing school districts’ taxes.” Section 403.301, Government Code. If the study is to accomplish those goals, it probably has to change from its current incarnation. That change, however, cannot remove school districts from its focus.

The stakeholders in this process are taxpayers, school districts, the state and appraisal districts. The stake for taxpayers and school districts is that they are treated fairly and equitably wherever they may be located and no matter what type of property they have. The state interest in this process is knowing that scarce state resources are going where they should. The appraisal district stake is a lot like that of anyone else taking a test. They should know what they are going to be tested on, what the rules are, and be assured of a fair scoring.

Test how values are set

The most efficient way to accomplish the statutory purpose would be to sample properties within each school district and look at the way their values were set by the appraisal district. If the appraisal district used an appropriate methodology and the value determined was appropriate given that methodology, the local value would be assumed correct for study purposes. If the value did not result from the use of an appropriate methodology, or it did not reflect a reasonable application of that methodology, would a state value be established?

This sort of approach could form the basis of a system that actually led to improvement in appraisal practices in Texas.

The property tax system in Texas is a critical part of our method of funding public service at all levels. It is in the interest of all Texans that it operates at the highest levels of professionalism and that it continues to improve. The school value study and the ratio study are two very important parts of the system because they serve as the way we judge performance.

As we have seen with testing in the schools, if we do not test performance and keep track of it over time, we may find ourselves with a system that isn't doing what we thought it was. If we do test our performance, we can learn how to improve it.

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Texas Association of Appraisal Districts, Inc.*

Congratulations New Members!

Archie L. Adams, Jr., MAI
Pamela R. Bonds, MAI, SRA
Gary D. Long, MAI

Be Selective – Choose Your Email

*by Richard N. Baker, MAI
Web Site Committee Chair*

Do you spend considerable time deleting those email messages offering products and services in which you have no interest? Choicemail, a permission based email program, can help reclaim valuable work time by eliminating the clutter in your email in-box. Released in July 2002 by Digiportal.com, this software permits only those

senders who you have approved to contact you via email. The program doesn't try to identify spammers and block the messages. The burden is on the spammer to obtain your permission to deliver their message.

Available for purchase by download, the software is currently priced for \$39.95. A free 14-day trial version is available. After downloading, simply click on the setup file. The configuration wizard will install the program and walk you through the setup process. The process will import your email account settings or you can enter this information manually. It is during the setup process that you can approve senders by tagging the names in your address book (Outlook, Outlook Express, Eudora). This is the first and easiest method to approve senders. A second method is to manually enter the email addresses of those you want to hear from. For those using Netscape mail, senders must be entered manually. A third method will be explained shortly.

The program works by examining each email message as it arrives. The sender is compared to the approved list and, for those senders who have been approved, the message passes through to your in-box. Senders who haven't been approved will automatically receive a message stating you are using a permission based email system. The sender is requested to provide three pieces of information – name of sender, email address of sender and reason for contacting you. Sending the request form requires no effort on your part. Because the registration requires sender participation, it eliminates all automatic spamming systems. During the three months which I have been using the program, no spammers have bothered to complete the request form as many of the reply email addresses are fake and they never received the request form. Hundreds of junk email messages have been stopped before they hit my in-box. If for some reason a friend, colleague, or client who hasn't previously been approved sends an email, and this sender completes the request form, no further request forms are sent and you will receive all future emails from that sender. This is the third method of approving senders. Not one of the legitimate senders, who have been requested to complete the registration form, questioned why I am using this type of email product. The feeling of being overrun by unsolicited email seems universal.

At this time, the program does not support IMAP, web-based email such as HotMail, Yahoo or AOL's proprietary email system. If this program is of interest to you and you currently use one of these email systems, I suggest that you visit Digiportal.com to inquire if future editions will support this type of email. Choicemail is an effective tool for eliminating spam and can help you clean up the clutter in your in-box.

Chapter Soliciting Participants for 2003 LDAC

The Leadership Development & Advisory Council (LDAC) has served as a source of leadership and as an inspiration for new programming ideas for the Appraisal Institute for over 30 years.

Through a series of roundtable discussions, LDAC provides a forum where ideas and opinions of targeted topics of concern in the appraisal profession are exchanged. Participants are given the opportunity to make a difference in the appraisal profession by providing recommendations of these topics to current leaders in the profession. Many of these recommendations, directly resulting from LDAC considerations, have been implemented as new Appraisal Institute programs.

LDAC also helps to establish an “appraiser presence” in Congress. Organized into Congressional Teams, LDAC participants spend a half-day on Capitol Hill lobbying the Nation’s lawmakers on important issues in the appraisal industry. By meeting with Members of Congress and their staffs in Washington D.C., LDAC participants demonstrate that the Appraisal Institute is made up of professionals who recognize that it is important to be actively involved in the political process and communicate with elected officials on a regular basis.

LDAC has a long history as a “training ground” for future leaders within the Appraisal Institute. LDAC alumni can be found serving throughout the country as Chapter Presidents, Regional Representatives, members of National Committees and even as national officers and members of the Board of Directors.

The Chapter nominates potential participants for the annual LDAC conference. Individuals who have demonstrated outstanding ability in appraising or a related profession, who are potential leaders in the Chapter, and who are articulate and could make a strong contribution to discussion of appraisal topics on a sophisticated level, are encouraged to participate in LDAC.

If you are interested, contact the Chapter Office (972-233-2244 or ainorthtexas@worldlogon.com) for more details. The 2003 Leadership Development & Advisory Council (LDAC) will take place at the Washington Court Hotel on Capitol Hill from March 31 – April 2, 2003.

November 23 FACT Board Meeting Report

*by George Naeter, MAI
Legislative Committee Chair
FACT Representative*

FACT Chapter Membership Report

As of November 18, 2002 FACT represents 1,444 appraisers from 20 different chapters of the Appraisal Institute, National Association of independent Fee Appraisers, American Society of Farm Managers and Rural Appraisers, and American Society of Appraisers. In addition, there are 5 individual members whom are TALCB certified.

The Appraisal Institute has 10 chapter members of FACT, with a total of 1,194 appraisers, which is 82.7% of the total membership. The North Texas Chapter is the largest participating chapter with 409 members, followed by Houston with 310 members.

As of the same date there were 4,368 state certified and licensed appraisers in Texas, which indicates FACT is representing approximately 33% of the active state appraisers. TALCB’s all-time high was 4,643 appraisers, with current levels being a 5.9% decrease in the number of state certified and licensed appraisers from the March 1995 high.

Financial Report

The fiscal year 2002 budget was in the amount of \$67,170, with the Board approving a 2003 budget of \$72,970, or an increase of 8.6%. The increase is due to 2003 being a legislative year and the increase activity, which is anticipated to monitor the Legislative Session. FACT has been able to build reserves to approximately the \$40,000 level over the 10 years of its existence. This is the direct result of offices and other monitors not asking for travel expense reimbursement for attending meetings in Austin during the legislative years.

TALCB’s Biennium Budget Request

The TALCB has submitted a request for funding of Exceptional Items over the next biennium in the amount of \$245,250, which is down from an original request of \$419,816. They propose to raise the funds through increasing licensing and certification fees in the amount of \$45 per certified or license appraiser.

FACT has told the TALCB that we are totally against any increases in fees to cover these items.

FACT’s Requested Amendments to the TALCB Act

FACT has requested that State Senator Todd Staples sponsor legislation for the 78th Legislative Session covering two areas of the ACT.

1. Legislation that allows for the extension of TALCB renewals under extenuating circumstances, including possibly the payment of an additional fee, and
2. Provide TALCB the ability to sanction individuals taking part in unlicensed appraisal activity.

Areas of Concern Expected in the 78th Legislative Session

Roger Miller our lobbyist reported that there has been a complete change in Austin in the anticipated direction of the Legislature and it's approach to anticipated budget shortfalls after the Republican victory in early November. The feeling before the election was that the direction would be on where to find new sources of revenue (taxes); however, the new path appears to be where cuts can be made.

FACT and Mr. Miller will be monitoring the Session for any signs of increasing our fees and/or proposed new taxes on our services to included sales tax changes.

Disclosure may be an issue; however, it would only be the raising of the issue this time around.

Next meeting

Due to the Legislative Session it was agreed that we would hold our next Board Meeting in early April instead of June.

Highlights of Appraisal Institute Fall Meetings

At its meeting in Chicago Nov. 10-12, the Appraisal Institute's Board of Directors addressed issues including how the organization can better respond to member needs. Recognizing the impacts on the appraisal profession of such factors as higher AQB qualification standards, the bundling of mortgage-related services, including appraisals, and the demand for more information, the organization is taking a strategic look at its educational programs, communication efforts and governance structure. The intent is to better prepare members to excel in their profession.

While convened, the Board engaged in an intensive scanning session looking at several key areas: today's changing markets, the regulatory environment and our admissions process and governance. A theme in much of the discussions was the need to be efficient in developing programs. The need for more effective communication with members was another motif.

Outgoing president Thomas A. Motta, MAI, SRA, swore in the new leadership team for 2003: President Alan E. Hummel, SRA, President Elect Gary P. Taylor, MAI, SRA, and Vice President Bruce A. Kellogg, MAI, all of whom take office on January 1, 2003. President Motta commented that one of the messages he emphasized throughout 2002 to audiences at home and abroad was that of the importance of the appraisal process in these changing times and the value of membership in the Appraisal Institute. In regard to membership, it was reported that over the past two years the Appraisal Institute has gained approximately 3,300 new associate members as a result of intensive recruitment efforts by both individual members and chapters.

The Board took a major step in ensuring that Appraisal Institute education programs continue to meet the needs of the market by accepting the recommendations and plans outlined by the 717 Project Team (so-named for a previous Board motion). The project team has completed the first of a multi-phase effort to revise the Appraisal Institute's education, and will now focus on formulating detailed proposals for a redesigned education business model. Among the issues the team has considered are current and projected curriculum needs and development and delivery systems. (An outline of the 717 Project Team report is available in PowerPoint format from the Members Only side of <http://www.appraisalinstitute.org>.)

Highlighting the value of membership, the Board approved going forward with plans that will lead to a multi-year public relations campaign promoting the membership to various markets. The campaign will likely begin in late 2003.

The Board heard an initial report from the Governance Restructure Task Force. This group has been charged with creating a more efficiently run organization, one that can respond more quickly to trends and reflect the matters most important to the membership. The Board approved in concept reducing the number of Regions from ten to five beginning in 2004. Evaluation of the impact on committees and chapters is under way. Each region would continue to have an approximately equal number of members. By having fewer regions it is estimated the organization could save about \$200,000.

The Board approved the budget for 2003, which took shape in the context of a Board planning session in July, followed by a final planning meeting held in August. The budget includes nominal dues increases for all membership categories.

Most of the Bylaws and Regulation changes proposed in the 60-day notice for this meeting were approved by the Board. However, in regard to the SRPA issue, the Board voted to maintain the two additional requirements that SRPA members need to

fulfill to obtain the MAI designation and directed that such members be surveyed to identify their needs going forward.

A two-day Leadership Workshop for incoming 2003 chapter presidents and executive staff was another high point of the meetings in Chicago. In addition to a series of panels on current efforts, including public relations, government relations, education and the databases, the workshop featured several guest speakers who focused on what it takes to be a good leader.

Prior to the Board meeting, most of the Appraisal Institute's national committees also met to evaluate progress made towards this year's goals and objectives and to begin setting the framework for next year's activities.

If you have any questions or comments regarding this summary, please direct them to John Ross [jross@appraisalinstitute.org](mailto:ross@appraisalinstitute.org) or Don Kelly dkelly@appraisalinstitute.org.

Announcements

Custom Ads Available for Designated Members' Use - The Appraisal Institute has developed a series of print-ready ads for designated members' use that deliver key messages for four primary target markets: the accounting, financial and legal professions, as well as the residential marketplace including consumers and real estate agents. The ads also showcase your knowledge, experience and integrity, and demonstrate your designated difference. For increased impact, these ads also tie into the theme of the Appraisal Institute's ongoing national ad campaign: *Knowledge. Experience. Integrity.*

Customize ads to meet your specific needs. Select ads that fit your target market. Include your designation and contact information. Choose from a variety of ad sizes to fit your budget and the publication.

Contact the Public Affairs Department of the Appraisal Institute for more information or to order ads (312-335-4441, fax 312-335-4474, email gmavros@appraisalinstitute.org).

HUD Appraisal Job Link - Go to <http://jsearch.usajobs.opm.gov/ftva.asp?OPMControl=IF8614>.

Health Expenses - Increasing?...Good news:

- Currently...Appraisers - from 12 Cities ...across the North Texas Chapter... - have already cut costs at least 25%!
 - Choose from 26 Health plans:
 - PPOs,
 - Traditional Plans, and
 - "Medical Savings Account" plans - including:
- Six Appraisal Institute - REAGIT plans - and a Guaranteed Issue!
- Call now - (972) 276-6130 - with no obligation...for a:
- Rate comparison -- of today's "Top 3" plans.



- A "Safe Money" Investment Alternative: Index Annuities - Worth Taking a Second Look!

- Lock in Market-Like Gains...With No Risk of Market Loss.
 - Your Investment Dollars - positioned with... Upside Potential and Downside Protection.
- 1.) You do not participate in any losses should the market experience a fall in value or major correction.
 - 2.) Choose from up to four index accounts - depending on the product:
 - S&P 500, ● NASDAQ-100,
 - Bond Value, ● DJIA, or
 - Choose a Fixed Interest Account.
 - 3.) A Tax-Deferred vehicle.
 - 4.) With the new index annuities as an investment vehicle one can say, in effect:
 - "I was in -- for the good years!"
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 - 5.) Top *A.M. Best* rated companies: A- (Excellent) to A++ (Superior).
- Protect your principal from market risk - while providing the potential for higher returns. -- Call today...for an Index Annuity information packet.

● For Health - Index Annuities, Multi-Year Guarantee Annuities and Life information call:

John Naegle...(972) 276-6130

"Working with Appraisers of the North Texas Chapter since 1988."

Calendar of Events

December 2002

- 17 Chapter Holiday Party–
Park City Club

January 2003

- 9 Board of Directors Meeting/
Chapter Luncheon Meeting–
Prestonwood Country Club

February 2003

- 13 Board of Directors Meeting/
Chapter Luncheon Meeting–
Prestonwood Country Club
24-25 Comprehensive Examination–
Houston, TX

March 2003

- 7-8 *7-Hour USPAP Update* (400)-
Univ. of Phoenix-DFW Campus
13 Board of Directors Meeting/
Chapter Luncheon Meeting–
Prestonwood Country Club
16-22 *Appraisal Principles* (110)-
Harvey Hotel Plano
23-29 *Appraisal Procedures* (120)-
Harvey Hotel Plano
31-4/5 *Basic Income Capitalization* (310)-
Harvey Hotel Plano

Marketplace

Financial Analyst – National Commercial Real Estate Firm in the North Dallas area is seeking a Real Estate career-oriented individual for an Apartment/ Investment Property Financial Analyst. Underwriting experience in commercial investment real estate is important. Candidate must have a confident and decisive personality with strong verbal and written communication skills, must work well with a team, meet deadlines and be able to work under pressure. Strong computer skill sin Excel and database programs are important. Must obtain a real estate license within 12 months of start date. Salary history and requirements are necessary for resumes to be considered. Send resume to William J. Baxter, Jr., CCIM, Senior Vice President, CB Richard Ellis, Three Lincoln Centre, 5430 LBJ Freeway, Suite 1100, Dallas, TX 75240.

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/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
972/233-2244
972/239-6857 (fax)
www.appraisers.net/ai-northtexas (web site)
ainorthtexas@worldlogon.com (e-mail)

Chapter Nominating Committee Election to be Held January 9

Two members of the Chapter Nominating Committee are elected by the membership. The election of these members will be held at the January 9, 2003 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 2002 Nominating Committee were: Ken P. Wilson, MAI, Chair, Bryan Humphries, MAI, Chuck Mullinax, MAI, K. Lynn Naugher, MAI, and Gene Rhodes, MAI. Jack Poe, MAI shall serve as Chair of the 2003 Nominating Committee.

The Nominating Committee will prepare a slate for the year 2004 to fill the positions of President, Vice President, Secretary, Treasurer, three members of the Board of Directors, four Regional Representatives, and five Regional Representative Alternates. Contact Ruth Kelton (972-233-2244 or ainorthtexas@worldlogon.com) if you are interested in serving in any of these positions in 2004.

2003 Preliminary Education Schedule Appraisal Institute, North Texas Chapter

Date	Course/Seminar	Location	Continuing Education Credits	Instructor(s)
March 7-8	Standards of Professional Practice, Part A (410) MCE Approved	University of Phoenix-Dallas/Ft. Worth Campus	AI-15 attendance/1 exam ACE-15 attendance/1 exam MCE-15 hours/6 legal hours	Kirby
March 16-22	Appraisal Principles (110)	Harvey Hotel Plano	AI-36 attendance/3 exam ACE-36 attendance/3 exam	Coyle/Lucco
March 23-29	Appraisal Procedures (120)	Harvey Hotel Plano	AI-36 attendance/3 exam ACE-36 attendance/3 exam	Lucco/Naeter
March 31-April 5	Basic Income Capitalization (310)	Harvey Hotel Plano	AI-36 attendance/3 exam ACE-36 attendance/3 exam	Haginas/Kirby
April 9	7-Hour USPAP Update (400) MCE Application to be Submitted	University of Phoenix-Dallas/Ft. Worth Campus	AI-7 attendance ACE-7 attendance	Slack
April 10	Appraisal Consulting Seminar MCE Approved	University of Phoenix-Dallas/Ft. Worth Campus	AI-7 attendance ACE-7 attendance MCE-8 hours/1 legal hour	Slack
April 11	Partial Interest Valuation-Undivided Seminar MCE Approved	University of Phoenix-Dallas/Ft. Worth Campus	AI-7 attendance ACE-7 attendance MCE-8 hours/6 legal hours	Slack
April 12	Residential Sales Comparison Seminar MCE Approved	University of Phoenix-Dallas/Ft. Worth Campus	AI-7 attendance ACE-7 attendance MCE-8 hours/1 legal hour	Slack
April 27-May 3	Advanced Income Capitalization (510)		AI-36 attendance/4 exam ACE-36 attendance/4 exam	Stewart/Vernor
May 11-17	Highest & Best Use and Market Analysis (520)	Harvey Hotel Plano	AI-36 attendance/4 exam ACE-36 attendance/4 exam	Fanning/Wright
Sept. 11-12	Separating Real and Personal Property from Intangible Business Assets (800) MCE Approved	University of Phoenix-Dallas/Ft. Worth Campus	AI-15 attendance/1 exam ACE-15 attendance/1 exam MCE-17 hours/0 legal hours	Amorin
October 17	Analyzing Commercial Lease Clauses Seminar MCE Application to be Submitted	University of Phoenix-Dallas/Ft. Worth Campus	AI-7 attendance ACE-7 attendance	Anglyn
October 18	Analyzing Distressed Real Estate Seminar MCE Application to be Submitted	University of Phoenix-Dallas/Ft. Worth Campus	AI-4 attendance ACE-4 attendance	Anglyn
November 14	7-Hour USPAP Update (400) MCE Application to be Submitted	Greater Dallas Association of Realtors	AI-7 attendance ACE-7 attendance	Naeter

*A complete 2003 Education Catalog will be mailed to Chapter members by mid-December.
Contact the North Texas Chapter (972-233-2244, fax 972-239-6857,
email ainorthtexas@worldlogon.com) for additional information.*