

## Chapter to Sponsor Yellow Book Seminar

The North Texas Chapter will be offering the seminar, *Uniform Appraisal Standards for Federal Land Acquisitions: Practical Applications for Fee Appraisers*, also known as the Yellow Book Seminar.

Insure that your work for the federal acquisition agencies meets the highest standards. Federal land acquisition programs have unique appraisal needs. This two-day seminar will acquaint participants with these needs and provide practical procedures and solutions to insure appraisal reports fulfill them. Any experienced residential or general appraiser interested in expanding their client base to include federal acquisition agencies will learn to apply the Uniform Appraisal Standards for Federal Land Acquisitions, including the use of the four special valuation rules related to federal land acquisition appraisals.

Many federal agencies, such as the USDA Natural Resources Conservation Service and the U.S. Forest Service, are requiring contract appraisers to complete a seminar on the Yellow Book. If appraisers have not taken this seminar, they will not meet eligibility requirements for such programs as the USDA Forest Legacy and the Wetlands Reserve Programs.

Seminar details are:

<b>Dates:</b>	Monday and Tuesday, November 6 and 7
<b>Location:</b>	Radisson Hotel and Suites 2330 W. Northwest Highway in Dallas
<b>CE Credits:</b>	Appraisal Institute – 16 hours ACE – 16 hours MCE – to be submitted
<b>Instructor:</b>	Henry J. Wise, MAI
<b>Tuition:</b>	Members \$300 (cash/check) \$309 (VISA/MC) Nonmembers \$350 (cash/check) \$360 (VISA/MC)

For easy enrollment, you may register online at [www.ainorthtexas.org](http://www.ainorthtexas.org). Detailed seminar information can also be downloaded from the web site.

Contact the Chapter Office ([ainorthtexas@sbcglobal.net](mailto:ainorthtexas@sbcglobal.net) or 972-233-2244) with any questions.

## Shared Interest Groups (SIGs) Continue to Build Momentum

Shared Interest Groups (SIGs) give Appraisal Institute members who share common challenges, interests or a passion for a given practice area the opportunity to interact professionally and build community. Through niche networking, e-newsletters, online forums, annual business meetings and educational events, members of SIGs can share their ideas and expand their knowledge on the various issues and trends in the SIG's particular area of focus.

These member-directed groups provide:

- The opportunity to discover real solutions for real practice issues
- A topical forum for coordinating efforts and sharing practical and theoretical knowledge
- Targeted opportunities to network, both face-to-face and online
- A vehicle to identify market forces and trends and respond more quickly to change

The following three SIGs are currently in operation:

- **Technology and Appraisal Practice SIG** - The role of technology in appraisal is ever changing. It both enhances and challenges the profession in important ways. This SIG will provide a forum for members who are interested in technology developments like AVMs, open standards, Mortgage Industry Standards Maintenance Organization (MISMO), Commercial MISMO, databases and emerging trends.
- **Valuation in the Government Sector SIG** - This forum provides government employed and contract appraisers opportunities to interact and discuss the various aspects and needs of government-related clients, including local, state and federal agencies. Others that may have an interest in this group include lawyers, consultants, planning board members and appraisers who provide or utilize services relative to easements, rights of way, eminent domain, federal land acquisition and disposition, and other services.
- **Valuation and Litigation Services SIG** - Appraisers are often called upon to lend their expertise in the legal arena, grappling with and

reporting on real property valuation in the courtroom. Appraisers providing services to clients and lawyers for purposes of expert witness, litigation/litigation support, mediation, arbitration and dispute resolution may be particularly interested in this SIG.

For more information and to register, visit: [www.appraisalinstitute.org/membership/sigs.asp](http://www.appraisalinstitute.org/membership/sigs.asp). SIGs are free to all members, including affiliate and student members. Both members and nonmembers are welcome to participate in the live events.

## Student Coaching Opportunity

Would you be interested in coaching a group of about 6 UTA students working on their first attempt at a narrative commercial valuation report? In 2002, six North Texas Chapter MAIs volunteered to coach UTA student groups, and the students enjoyed the opportunity to meet and work with practicing professionals. I hope to revive the UTA-MAI coaching program this month. The MAI coach's responsibilities are defined as:

- One face-to-face meeting with your student group at your office (to introduce yourself, give valuation advice, answer questions and get the group started with some data) in late September or early October; and
- Responding to a few follow-up phone calls/e-mails.

In December, you will receive a copy of a student report and a UTA coach's cap or t-shirt. Thanks to help from Joe Milkes, MAI, we already have two industrial properties (one in Tarrant County and one in Dallas County) as prospective subject properties. If you have any questions, suggestions, or an interest in coaching, please contact Dr. Hansz at [hansz@uta.edu](mailto:hansz@uta.edu) or 817-272-5843.

## Call for Programs Input/Assistance

*by K. Lynn Naugher, MAI  
2007 North Texas Chapter Vice President*

I am working on the meeting schedule for 2007, and wanted to give each of you the opportunity to tell me about any speakers that you would like to have at our lunch meetings.

Also, I need assistance on the Programs Committee, and would greatly appreciate you volunteering your time to help me.

I look forward to hearing from you!

## Fall 2006 Chapter Education Programs

### ***Subdivision Valuation: A Comprehensive Guide to Valuing Improved Subdivisions***

**October 13**

**Instructor:** Marc Farmer, MAI

**Location:** University of Phoenix Bldg., Dallas

**CE Credits:** AI and ACE-7 hours;  
MCE-8 hours/0 legal hours

### ***General Applications Course***

**October 16-21**

**Instructors:** Lance Coyle, MAI and Jay Massey, MAI, SRA

**Location:** Southfork Hotel, Plano

**CE Credits:** AI, QE and ACE-37 hours/3 exam hours

### ***Uniform Appraisal Standards for Federal Land Acquisitions: Practical Applications for Fee Appraisers (the "Yellow Book Seminar")***

**November 6 & 7**

**Instructor:** Henry J. Wise, MAI

**Location:** Radisson Hotel and Suites (NW Hwy./I-35), Dallas

**CE Credits:** AI and ACE-16 hours;  
MCE-To be submitted

### ***Scope of Work: Expanding Your Range of Services Seminar***

**November 8**

**Instructor:** Gregory E. Stephens, SRA

**Location:** University of Phoenix Bldg., Dallas

**CE Credits:** AI and ACE-7 hours;  
MCE-8 hours/0 legal hours

### ***7-Hour National USPAP Update Course***

**November 10**

**Instructor:** George Naeter, MAI

**Location:** University of Phoenix Bldg., Dallas

**CE Credits:** AI and ACE-7 hours;  
MCE-8 hours/0 legal hours

### ***Advanced Income Capitalization Course***

**November 12-18**

**Instructors:** Jay Massey, MAI, SRA and  
Sheila Stewart, MAI

**Location:** Southfork Hotel, Plano

**CE Credits:** AI, QE and ACE-36 hours/4 exam hours

**Registration:** [www.ainorthtexas.org/education2](http://www.ainorthtexas.org/education2)

**Questions:** Contact the North Texas Chapter -  
[ainorthtexas@sbcglobal.net](mailto:ainorthtexas@sbcglobal.net); 972-233-2244 (phone);  
972-239-6857 (fax)

## Did You Know... Membership Benefits

The Appraisal Institute has two online email forums: a general forum where you can request information and discuss topics, issues and events related to the real estate appraisal profession; and a tech forum where you can connect with other professionals with an interest in technological information relevant to the appraisal industry. With both forums, a user can enter an inquiry, which will be sent to all registered forum users. This resource is similar to a list-serv in the sense that the discussion is sent to the user's email inbox, rather than the user visiting a specific web site to obtain discussion information. To access either of the forums, log onto the Appraisal Institute web site at [www.appraisalinstitute.org/resources/aiforum.asp](http://www.appraisalinstitute.org/resources/aiforum.asp).

**The last two Chapter meetings of the year will be held on Thursday, October 12 and Thursday, November 9. Earn two hours continuing education credits at each meeting.**

## Announcements

**Congratulations to Stephen F. Fanning, MAI, CRE!** Steve was awarded the George L. Schmutz Award at the Appraisal Institute's Awards Ceremony on September 15, 2006. The George L. Schmutz Award recognizes an outstanding technical manuscript or publication on real estate valuation regardless of the author's occupation, affiliations or publisher.

**Office Space for Lease** - Love Funding Corporation has additional office space on the 14th floor of Two Galleria Tower (LBJ and Tollway) facing south that they would like to sublease. Love Funding Corporation is primarily a multifamily and healthcare lender that was ranked #4 in the country for FHA transactions. They would like to sublease 1 to 3 office spaces to a commercial appraiser. Separate entrance, copy machine, large amount of counter space and large workroom for putting together reports, and conference room included. Contact Greg Smith, MAI at 972-788-8052 or Chad Ricks 972-458-2900 for information.

**Visit the North Texas Chapter web site at [www.ainorthtexas.org](http://www.ainorthtexas.org) to register for 2006 courses and seminars.**

## Textbooks Donation

Jack Friedman, MAI, SRA, FRICS, North Texas Chapter member, has authored or contributed to many publications. He was recently acclaimed in an article, "The Guru: Advising the Advisors," which was published in the July issue of *CPA Wealth Provider*. He has generously donated the following books to the Chapter library:

- *Barron's Financial Tables for Better Money Management: Adjustable-Rate Mortgages*, Third Edition (coauthor)
- *Barron's How to Prepare for the Real Estate Licensing Exams: Salesperson, Broker, Appraiser*, 7<sup>th</sup> Edition (coauthor)
- *Barron's Real Estate Handbook*, 6<sup>th</sup> Edition (coauthor)
- *Dictionary of Business Terms*, Third Edition (author)
- *Dictionary of Real Estate Terms*, Sixth Edition (coauthor)
- *Encyclopedia of Investments*, 2<sup>nd</sup> Edition (author)
- *English-Spanish Real Estate Glossary*, (coauthor)
- *Income Property Appraisal and Analysis*, (coauthor)
- *Keys to Investing in Real Estate*, (coauthor)
- *Keys to Purchasing a Condo or Co-Op*, (coauthor)
- *Litigation Support Report Writing: Accounting, Finance, and Economic Issues*, (coauthor)
- *Real Estate...A 60-Second Guide*, (organizer)
- *Texas Real Estate Investment Guide*, (contributor)

These books can be checked out to Chapter members for review. Contact the Chapter ([ainorthtexas@sbcglobal.net](mailto:ainorthtexas@sbcglobal.net) or 972-233-2244 for details).

## Members Encouraged to Fill Out Leadership Registry

To enhance member involvement and participation in the Appraisal Institute, a Leadership Resource Registry has been developed, which allows members to input information about their particular areas of interest, knowledge and experience. The information provided will help the organization when it seeks member feedback on particular issues and when selecting members to serve on committees, project teams, panels and in other leadership positions.

All members interested in being considered for appointment need to fill out the Resource Registry, even if they filled it out last year. To do so, visit the Members Only area of the web site at [www.appraisalinstitute.org/lrr/default.aspx](http://www.appraisalinstitute.org/lrr/default.aspx). A member log-in and password are required.

Designated members must also complete a Member Profile to be eligible for committee service.

Members who have questions about or need assistance in completing the Registry may contact Dolores Grabowski at [dgrabowski@appraisalinstitute.org](mailto:dgrabowski@appraisalinstitute.org).

## Members Encouraged to Complete Profile

Designated members are encouraged to complete a Member Profile, which is displayed with their listing in the Appraisal Institute's online Member Directory (Find an Appraiser). The profile setup page is accessible by logging into the Members Only area of [www.appraisalinstitute.org](http://www.appraisalinstitute.org) and clicking on the link to the setup page. Designated members must use their own login to see this link (only designated members will see the link).

In addition to serving as a business-marketing tool for members, a Member Profile can help broaden member-to-member networking. That is why even members who are not available for fee assignment should set up a profile since their experiences and backgrounds in particular facets of the profession can help guide other members.

## Marketplace

The San Antonio, Texas office of IRR is currently seeking designated or non-designated commercial appraisers. Qualified candidates must have commercial appraisal experience, eminent domain a plus and be proficient with Word and Excel, Argus would be a plus. Excellent oral and written communication skills, attention to detail, well organized and a strong work ethic are a must. Competitive fee splits, health plans, a flexible and friendly work environment in a progressive city, great Fiesta Week and good climate. Great opportunity! Please forward confidential resume to Marty Glen-Integra Realty Resources San Antonio - 115 E. Travis, St., Suite 616, San Antonio, TX 78205 - Fax: 210-225-6800.

**Deloitte Tax's Property Tax practice**, the largest property tax consulting practice in North America, is seeking professionals at the property tax associate level. Candidates should have 1+ years of real estate appraisal or property tax experience. Duties would include researching real estate market information and relevant property tax law, analyzing comparable sale transactions, and preparing portions of appraisal reports of various types of commercial real estate and supporting schedules for presentation at assessment appeal hearings. An associate would also initiate contact with assessor offices, prepare correspondence, and maintain hearing schedules for upcoming hearings. Additional responsibilities include keeping clients informed of property tax developments that affect their business and helping clients interpret and integrate property tax consideration into their business strategy. Candidates should have a bachelor's or master's degree, relevant work experience, strong verbal and written communication skills, and the ability to prioritize tasks and work on multiple assignments. For confidential consideration, please send resume to [tmason@deloitte.com](mailto:tmason@deloitte.com).

## 2006 Calendar of Events

### October

- 11 Board of Directors and Chapter Meetings – Prestonwood Country Club
- 12 *Subdivision Valuation: A Comprehensive Guide to Valuing Improved Subdivisions Seminar* – University of Phoenix Bldg., Dallas
- 16-21 *General Applications Course* – Southfork Hotel, Plano

### November

- 6-7 *Uniform Appraisal Standards for Federal Land Acquisitions: Practical Applications for Fee Appraisers* (the "Yellow Book Seminar") - Radisson Hotel and Suites (NW Hwy./I-35), Dallas
- 8 *Scope of Work: Expanding Your Range of Services Seminar* – University of Phoenix Bldg., Dallas
- 9 Board of Directors and Chapter Meetings – Prestonwood Country Club
- 10 *7-Hour National USPAP Update Course* – University of Phoenix Bldg., Dallas
- 12-18 *Advanced Income Capitalization Course* – Southfork Hotel, Plano

### December

- 13 Holiday Party/Installation Banquet – Prestonwood Country Club

## North Texas Chapter Leadership

### 2006 Officers

President ..... Shannon Fawcett, MAI, SRA  
Vice President..... Mark O'Briant, MAI  
Secretary ..... K. Lynn Naugher, MAI  
Treasurer ..... James E. Jacobs, SRA

### 2006 Committee Chairs

Client Advisory ..... Marc Farmer, MAI  
Data Exchange ..... Jay M. Massey, MAI, SRA  
Education ..... Jeff Briggs, MAI  
Finance ..... James E. Jacobs, SRA  
Government Relations/FACT ..... Greg Stephens, SRA  
Guidance ..... Joe Milkes, MAI  
Membership Development/  
Retention ..... Mitchell Todd, MAI  
Newsletter ..... Jack Poe, MAI  
Programs ..... Mark O'Briant, MAI  
Public Relations ..... Doug Prickett, MAI  
Telephone ..... Bruce Minchey  
Web Site ..... Richard N. Baker, MAI

### Chapter Office

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