

## Upcoming Chapter Education Programs

The following courses and seminars are scheduled in November and December. Detailed information and online registration, as well as education program information for December can be found on the North Texas Chapter's web site at <http://www.ainorthtexas.org/education2/>. Contact the Chapter office ([ainorthtexas@sbcglobal.net](mailto:ainorthtexas@sbcglobal.net) or 972-233-2244 with any questions.

### **Self Storage Economics & Appraisal Seminar**

Nov. 2 - University of Phoenix Bldg./Dallas Campus  
Instructor - Christian Sonne, MAI  
CE Credits - AI/ACE-7 hours; MCE-8 hours/0 legal hours

### **Residential Market Analysis & Highest and Best Use Course**

Nov. 5-6 - Southfork Hotel, Plano  
Instructor - Jay Massey, MAI, SRA  
CE Credits - AI/ACE/QE-14 hours/1 exam hour;  
MCE-14 hours/0 legal hours

### **Residential Site Valuation and Cost Approach Course**

Nov. 7-8 - Southfork Hotel, Plano  
Instructor - George Naeter, MAI  
CE Credits - AI/ACE/QE-14 hours/1 exam hour;  
MCE - 15 hours/0 legal hours

### **Residential Sales Comparison & Income Approaches Course**

Nov. 9-12 - Southfork Hotel, Plano  
Instructor - James Jacobs, SRA, James Justice, MAI  
CE Credits - AI/ACE/QE-28 hours/2 exam hours;  
MCE - 30 hours/0 legal hours

### **Residential Report Writing and Case Studies Course**

Nov. 13-14 - Southfork Hotel, Plano  
Instructor - James Jacobs, SRA  
CE Credits - AI/ACE/QE-14 hours/1 exam hour;  
MCE - 15 hours/0 legal hours

### **Residential Course Package**

Nov. 5-14 - Southfork Hotel, Plano  
Instructors - James Jacobs, SRA, James Justice, MAI,  
Jay Massey, MAI, SRA, George Naeter, MAI  
CE Credits - AI/ACE/QE-70 hours/5 exam hours;  
MCE - 74 hours/0 legal hours

### **Business Practices and Ethics Course**

Nov. 29 - University of Phoenix Bldg./Dallas Campus  
Instructor - Gregory Stephens, SRA  
CE Credits - AI/ACE-7 hours

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

Nov. 30 - University of Phoenix Bldg./Dallas Campus  
Instructor - Gregory Stephens, SRA  
CE Credits - AI/ACE-7 hours; MCE-8 hours/0 legal hours

### **Analyzing Distressed Real Estate Seminar**

Dec. 6 - University of Phoenix Bldg./Dallas Campus  
Instructor - Marc Farmer, MAI  
CE Credits - AI/ACE-4 hours; MCE-4 hours/0 legal hours

### **Understanding and Testing**

#### **DCF Valuation Models Seminar**

Dec. 6 - University of Phoenix Bldg./Dallas Campus  
Instructor - Marc Farmer, MAI  
CE Credits - AI/ACE-4 hours; MCE-4 hours/0 legal hours

### **Forecasting Revenue Seminar**

Dec. 7 - University of Phoenix Bldg./Dallas Campus  
Instructor - Jay Massey, MAI, SRA  
CE Credits - AI/ACE-7 hours; MCE-8 hours/0 legal hours

Register online for North Texas Chapter education programs  
at [www.appraisalinstitute.org/education/northtexas.aspx](http://www.appraisalinstitute.org/education/northtexas.aspx).

## General Comprehensive Exam Conducted at Testing Centers in 2008

Pearson VUE Professional Testing Centers will administer the General Comprehensive Examination in 2008. The dates for 2008 are as follows:

- February 25–26 (*Application deadline: January 15, 2008*)
- September 15–16 (*Application deadline: June 2, 2008*)

Registration for the February 2008 dates will be available on the Appraisal Institute's [Web site](#) beginning November 1, 2007. After the application is verified by headquarters, a confirmation number and instructions on how to schedule the exam will be provided to the member.

All exam results will be e-mailed to the member within two weeks after the date of the exam. To obtain more information, download the [2008 General Comprehensive Examination](#) guide. If you have additional questions, please contact the Associate and Prospective Member Service Center at 312-335-4111 or [associate@appraisalinstitute.org](mailto:associate@appraisalinstitute.org).

## 2007 BOMA/IREM Reference Clarification

The Y. T. and Louise Lee Lum Library recently announced that the 2007 BOMA Experience Exchange Report and the 2007 IREM Income/Expense Analysis are now available, however, the announcement was unclear about the process for obtaining the information. As with all electronic resources available in the online catalog, both the BOMA and IREM are part of the Reference Reserve collection and are not available for check out. To obtain BOMA and IREM related-data, members are asked to contact the Lum Library directly, and provide relevant information including the city or region data needed (a table of contents listing the cities that have data is available from the library). Research requests are usually responded to within 24 hours. To help facilitate this process in the future, the library is developing a request page that members will be able to access through the Appraisal Institute's Web site. To learn more about these resources or to submit a research request, please contact the Lum Library at [aillibrary@appraisalinstitute.org](mailto:aillibrary@appraisalinstitute.org) or 312-335-4467. The Y. T. and Louise Lee Lum Library is underwritten by the Appraisal Institute Education Trust.

## Naugher Receives President's Pin

During a special presentation at the Chapter Leadership Program in Chicago on September 6-7, 2008 Chapter Presidents were presented with their President's Pin from 2008 President, Wayne Pugh, MAI.

Below, 2008 North Texas Chapter President, K. Lynn Naugher, MAI, receives her pin.



## Appraisal Institute Seeks Experience Screeners

The Appraisal Institute is seeking to retain on a contract basis one or more individuals to periodically screen applications for experience credit in accordance with Regulations Nos. 1 and 2. The individual(s) will provide guidance to associate members concerning their experience review applications and determine whether to award the application or refer it to a national experience review committee. Applicants must have an MAI designation with dual designation (SRA and MAI) preferred. Additionally, candidates must have:

- An excellent understanding of the Appraisal Institute's Standards of Professional Appraisal Practice and Code of Professional Ethics
- The ability to exercise good judgment in handling confidential and sensitive matters
- Thorough knowledge of appraisal practice and techniques—preferably in a variety of property types
- More than 10 years experience as a general appraiser (five or more years as a residential appraiser preferred; experienced Review Panel Member strongly preferred)

For consideration, interested applicants should submit a statement of qualifications to [experiencescreener@appraisalinstitute.org](mailto:experiencescreener@appraisalinstitute.org).

# Instructor Leadership and Development Conference Scheduled

The Appraisal Institute will be offering an additional Instructor Leadership and Development Conference (ILDC) December 6–9, 2007, in Chicago. The program is offered to both incoming and currently approved instructors. Conference attendees must hold either the MAI or SRPA designation. The purpose of the ILDC is to assess the instruction and communication skills of potential instructors as well as review educational principles and practices that will enable participants to teach Appraisal Institute courses effectively. The program includes:

- Half-day sessions on each course (participants attend sessions they are interested in teaching)
- Interactive learning sessions structured as clinics and workshops that focus on teaching adult students, allowing participants to lead a brief mock teaching session (available for both incoming and currently approved instructors; constructive criticism will be provided)
- Videotaping sessions to evaluate and increase the participants' abilities to teach (available for incoming instructors only)

## Incoming Instructors

Members interested in becoming instructors who hold either the MAI or SRPA designation are encouraged to attend. Incoming instructors may gain approval to teach:

- *General Appraiser Income Approach/Part 1*
- *General Appraiser Income Approach/Part 2*
- *General Appraiser Sales Comparison Approach*
- *General Appraiser Site Valuation and Cost Approach*

## Did You Know... Membership Benefits

### Professional Practice Questions

The Appraisal Institute provides assistance to members on professional practice issues. Members can direct their inquiries concerning professional practice and the application of the Code of Ethics and Standards to the Appraisal Institute's Director of Screening, Stephanie Coleman, MAI, SRA at 550 West Van Buren, Suite 1000, Chicago, IL 60607, 877-777-6939 or email at [soleman@appraisalinstitute.org](mailto:soleman@appraisalinstitute.org).

## Currently Approved Appraisal Institute Instructors

Currently approved instructors who hold either the MAI or SRPA designation and are interested in gaining approval to teach new courses are encouraged to attend. It's also an opportunity for instructors who will gain automatic approval to teach these courses to become familiar with course content and materials. Currently approved instructors may gain approval to teach:

- *General Appraiser Income Approach/Part 1*
- *General Appraiser Income Approach/Part 2*
- *General Appraiser Sales Comparison Approach*
- *General Appraiser Site Valuation and Cost Approach*
- *General Market Analysis and Highest & Best Use*
- *General Appraiser Report Writing and Case Studies*

## Registration and Reservations

Registration deadline is November 6, 2007. Tuition for incoming instructors is \$600; tuition for currently approved instructors is \$350. To make hotel reservations, contact [The Palmer House Hilton](#) at 312-726-7500. To receive the special guest rate (single: \$169/double: \$194), hotel reservations must be made by November 9. When calling the hotel, mention that you're with the Appraisal Institute. If you have questions regarding the ILDC or would like to receive conference registration materials, contact Frank Corday at [fcorday@appraisalinstitute.org](mailto:fcorday@appraisalinstitute.org) or 312-335-4204.

## Announcement

Merle Blosser, MAI, SRA, a longtime appraiser in Lubbock, Texas, recently passed away. He was widely recognized as the leading commercial real estate appraisal resource in West Texas. Merle's family is considering selling his business and/or files. Blosser Appraisal has been extremely successful for more than 25 years and could be a profitable, stable commercial and residential appraisal business for anyone interested. If you are interested in more information, please contact Connie Blosser, 3303 54<sup>th</sup> Street, Lubbock, TX 79413, 806-797-1720, [csblosser@hotmail.com](mailto:csblosser@hotmail.com).

**Mark Your Calendar! The Chapter's Holiday Party and Installation Banquet will be held at Prestonwood Country Club on Tuesday, December 11. Details to follow.**

# Thank You Comp Exam Proctors

The following North Texas Chapter members donated their time to proctor the August 27-28 Comprehensive Examination in Dallas. Their commitment to help the Chapter and its members is appreciated.

Brian Chandler, MAI  
 Andrew Essington, MAI  
 Bill Langhenry, MAI  
 Jerry Massengale, MAI  
 Chuck Mullinax, MAI  
 Carl Parker, III, MAI  
 Lance Wetherill, MAI, SRA  
 Allison Wilson, MAI

## North Texas Chapter Leadership

### 2007 Officers

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

### 2007 Committee Chairs

Client Advisory .....Marc Farmer, MAI  
 Data Exchange..... Jay M. Massey, MAI, SRA  
 Education.....Jeff Briggs, MAI  
 Finance ..... Jim Underhill, MAI  
 Government Relations/FACT.....Greg Stephens, SRA  
 Guidance.....Joe Milkes, MAI  
 Membership Development/  
 Retention ..... Mitchell Todd, MAI  
 Newsletter .....John Scarborough, SRA  
 Programs ..... K. Lynn Naugher, MAI  
 Public Relations.....Jack Poe, MAI  
 Telephone.....Ann Kostishak, MAI  
 Web Site ..... Richard Baker, MAI

### Chapter Office

Executive Director .....Ruth A. Kelton  
 Assistant ..... Nancy Young  
 972-233-2244; 972-239-6857 (fax)  
[www.ainorthtexas.org](http://www.ainorthtexas.org) (web site)  
[ainorthtexas@sbcglobal.net](mailto:ainorthtexas@sbcglobal.net) (e-mail)

## 2007 Calendar of Events

### November

2 *Self Storage Economics & Appraisal Seminar-*  
 Univ. of Phoenix Bldg./Dallas Campus  
 5-6 *Residential Market Analysis & Highest and*  
*Best Use Course-Southfork Hotel, Plano*  
 7-8 *Residential Site Valuation and Cost Approach*  
*Course-Southfork Hotel, Plano*  
 9-12 *Residential Sales Comparison & Income*  
*Approaches Course-Southfork Hotel, Plano*  
 13 Board of Directors and Chapter Meetings-  
 Prestonwood Country Club  
 13-14 *Residential Report Writing and Case Studies*  
*Course-Southfork Hotel, Plano*  
 29 *Business Practices and Ethics Course-Univ. of*  
 Phoenix Bldg./Dallas Campus  
 30 *7-Hour National USPAP Update Course-Univ. of*  
 Phoenix Bldg./Dallas Campus

### December

6 *Analyzing Distressed Real Estate Seminar-*  
 Univ. of Phoenix Bldg./Dallas Campus  
 6 *Understanding and Testing DCF Valuation*  
*Models Seminar-Univ. of Phoenix Bldg./Dallas*  
 Campus  
 7 *Forecasting Revenue Seminar-*  
 Univ. of Phoenix Bldg./Dallas Campus  
 11 Holiday Party/Installation Banquet-  
 Prestonwood Country Club

Visit the Chapter's web site at  
[www.appraisalinstitute.org](http://www.appraisalinstitute.org)  
 for information about upcoming meetings  
 and education programs, the Chapter's  
 membership directory and newsletters,  
 online discussions, employment forum,  
 resources, and information about  
 the valuation process.