

Refer New Members Save up to 20% on Dues

Appraisers know the value of a referral. So, as part of our ongoing recruitment campaign, we want to reward every member who brings in a new member.

These are challenging times for our country and our profession. Yet, despite the economic uncertainty, the real estate appraisal profession is positioned to play a vital role as our economy recovers. Regardless of the economic downturn, we added nearly 4,000 members in 2008 – a record! And this year, our goal is just as aggressive. That's why we need **your** help to succeed.

From **June 17 through September 30**, you can receive up to **20% savings*** on 2010 national dues. You'll receive a 5% discount for every member that joins in your name, up to 4 members.

Let your colleagues know about the value of membership – and reap the rewards! Here's how it works:

Step 1: [Download the Member Referral cards](#) and fill in your first name, last name and phone number on each card.

Step 2: Hand out your referral cards to potential new members.

Step 3: When a new member enters your name as the referring member in the membership application form, you'll earn 5% off your 2010 National Dues.

For more information about the referral program, visit www.appraisalinstitute.org/referral.

Questions? Contact the AI Service Center at 888-7JOINAL or aiservice@appraisalinstitute.org.

* Does not apply to Chapter Dues.

Education Programs Offered by North Texas Chapter

The North Texas Chapter is offering basic and advanced level courses, and hotel topic seminars throughout the year. Following is a listing of the programs that will be offered during the next several months. A complete schedule of courses and seminars is posted on the last page of this newsletter under, "2009 Calendar of Events." Course and seminar details and registration information can be found at www.appraisalinstitute.org/education/northtexas.aspx.

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

Appraising Distressed Commercial Real Estate Seminar
September 10 – Univ. of Phoenix Bldg., Dallas

7-Hour National USPAP Update
September 11 – Univ. of Phoenix Bldg., Dallas

General Appraiser Income Approach, Part 1
September 14-17 – Southfork Hotel, Plano

General Appraiser Income Approach, Part 2
September 18-21 – Southfork Hotel, Plano

Residential Market Analysis and Highest & Best Use
September 21-22 – Southfork Hotel, Plano

Residential Sales Comparison & Income Approaches
September 23-26 – Southfork Hotel, Plano

General Appraiser Sales Comparison Approach
October 5-8 – Southfork Hotel, Plano

General Appraiser Site Valuation and Cost Approach
October 9-12 – Southfork Hotel, Plano

Analyzing Operating Expenses Seminar
October 16 – Univ. of Phoenix Bldg., Dallas

Residential Site Valuation and Cost Approach
October 21-22 – Southfork Hotel, Plano

Residential Report Writing and Case Studies
October 23-24 – Southfork Hotel, Plano

2009 Call For Papers

The *Call for Papers* program was initiated in 2007 by the Chapter to promote the Appraisal Institute and highlight the real estate expertise of the Chapter membership. Chapter members were provided an opportunity to submit papers on various real estate topics. Winning papers were published, and authors were rewarded financially for their efforts.

In 2007, two papers were published and the authors (Lance Coyle, MAI and Stephen Kincheloe, MAI) were awarded \$4,000 for first place and \$2,500 for second place entries. In 2008, a total of \$7,000 was awarded to the winning authors - John Bailey, III, MAI, Andrew Essington, MAI, and Max Sanders, MAI.

The Board of Directors supports continuation of the *Call for Papers* program in 2009 and has allocated awards of \$3,000 for first place, \$1,500 for second place and \$500 for third place winning entries. Topics for the papers should be on real estate related issues with some reference or relevance to the appraisal industry. Papers must not have been previously published, must be original work, and should range from 500 to 1,000 words. Two copies of each paper should be sent in PDF format to Ruth Kelton at ainorthtexas@sbcglobal.net - one to include name, mailing and email addresses, and one without name, mailing and email addresses. All papers should be titled and pages numbers.

A Review Panel will review all papers. The reviewers' objective is to identify the "Best Papers," which are defined as well written, newsworthy papers that will demonstrate the expertise of the Appraisal Institute and promote the MAI, SRA, and SRPA designations. All reviews will be conducted anonymously (without identifying the author(s) to the reviewers). Papers may be accepted outright or on condition that the author makes specific revisions. Making such revisions does not guarantee publication. Articles will not be accepted that advertise, publicize or promote the author or the author's firm or products. Upon publication, the Appraisal Institute holds copyright on all original works, which allows the organization to post them on its web site, use them in education programs, and accommodate other reprint requests. Once accepted, the editorial staff may make revisions as needed for Appraisal Institute conformance. Confidentiality and copyright requirements will be consistent with the Appraisal Institute's policies.

The deadline for submitting papers is Friday, October 2, 2009. Winners will be announced at the North Texas Chapter's Holiday Party on December 8.

If you have any questions regarding the program or topics, please send an email to either of the committee members.

Committee Members:

Peter Malin, MAI - peter@themalingroup.com
Mark O'Briant, MAI - obriant@henrysmiller.com

45-Hour Residential Course Package

The Appraisal Institute is offering the 45-Hour residential course package in Dallas in November. The two-course package consists of - *Advanced Residential Applications and Case Studies, Part 1* (November 18-19) and *Advanced Residential Report Writing, Part 2* (November 20-24).

Individuals who are seeking the SRA designation can take these courses as an alternative to completing the Residential Demonstration Report requirement. In order to qualify for the alternative, students must register for Part 1 and Part 2 as back-to-back offerings at the same location. Students are not allowed to take Part 2 for the Residential Demonstration Report alternative at a later time, and they cannot register for Part 2 unless it is taken immediately after Part 1 at the same location.

Both courses meet AQB criteria. If you are state licensed, these courses will likely provide the required hours of electives.

Course details and registration information can be found at www.appraisalinstitute.org/education/northtexas.aspx.

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

Congratulations Newly Designated Members

Congratulations to the following members on the awarding of the MAI designation:

Todd Deitemyer, MAI
Christopher S. Roach, MAI

Acquiring the designation indicates Todd and Chris' dedication and commitment to high professional and ethical standards for the real estate valuation profession.



Follow the North Texas Chapter

<http://twitter.com/ainorthtexas>

Did You Know...

Enjoy **free** advertising through the Appraisal Institute's **Find an Appraiser Directory**, an online member directory, which generates more than 30,000 hits per month!

"Our Find An Appraiser directory is an amazing member benefit! I got a bid request less than 24 hours after my name was posted!"

Paul B. Harrison, MAI
North Carolina Chapter
Member Since 1977

Homeowners and potential clients turn to "Find An Appraiser" to search for designated and associate members to handle their assignments. Your Appraisal Institute colleagues use "Find an Appraiser" for networking and referrals. Front and center on the Appraisal Institute homepage, the directory is a tremendous member benefit that will help you grow your business! [Click here](#) to access the Directory.

New Podcasts Available

The Appraisal Institute presents AppraiserCAST, a series of podcasts for members and others who want to hear from the best and brightest in appraisal and valuation. Podcasts are online audio programs that you can download to your personal computer or to portable devices such as the Apple iPod and other MP3 players. Think of them as on-demand shows that you can listen to at your leisure. Currently, twelve podcasts are now available and include:

AppraiserCAST Episode 12 – July 2009

FHA Roster FAQs
with Craig M. Harrington, SRA

AppraiserCAST Episode 11 – May 2009

How to Become an Appraiser
with Cheryl Kunzler, SRA

AppraiserCAST Episode 10 – May 2009

The Appraisal of Nursing Facilities
with James K. Tellatin, MAI

AppraiserCAST Episode 9 – March 2009

A Look at the Appraisal Institute's New Introduction to Valuation for Financial Reporting Seminar
with Micheal Lohmeier, MAI, SRA

Podcasts and download information can be accessed at <http://www.appraisalinstitute.org/profession/podcast.aspx>.

Appraisal Institute's "Find an Appraiser" Member Directory Rolls out New Features

The Appraisal Institute has added many enhancements to its Find an Appraiser directory in order to not only help members promote their expertise and services on a grander scale, but also to aid the public in finding the services of members.

The increased features now allow members to list their AI leadership roles, such as chapter/regional/national appointments. If a member is serving in a chapter/regional/national leadership role in the current year, his/her leadership roles will be listed under their name. If they have multiple roles in the current year, the top three will be listed. When a user clicks on the red link, all current and past leadership roles will appear in a new pop-up box. If a member is not serving in a chapter/regional/national leadership role in the current year, but has served in past years, a red "Appraisal Institute Service" link will be listed as shown below and then all past leadership roles will appear once a user clicks on the red link.

Furthermore, the results are now available in a printable PDF, users can now search by city (and not just ZIP code as in the past), and the "enter" key now works the same as clicking on the red "search" button. The updates also now list and identify Non-Practicing members and Affiliate members, who now have their own page.

To check out the enhanced features, visit www.appraisalinstitute.org/findappraiser/.

Visit the Chapter's web site at 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.

North Texas Chapter Leadership

2009 Officers

President..... James Jacobs, SRA
Vice President..... Jim Underhill, MAI
Secretary..... James Justice, MAI
Treasurer..... Allen Gardiner, SRA

2009 Committee Chairs

Education..... Ann Kostishak, MAI
Finance..... Allen Gardiner, SRA
Government Relations..... Greg Stephens, SRA
Bruce Minchey
Newsletter..... John Scarborough, SRA
Nominating..... K. Lynn Ray, MAI
Programs..... James Justice, MAI
Jim Underhill, MAI
Public Relations..... Mark O'Briant, MAI
Peter Malin, MAI
Web Site..... Richard Baker, MAI

Chapter Office

Executive Director..... Ruth A. Kelton
972-233-2244; 972-239-6857 (fax)
www.ainorthtexas.org (web site)
ainorthtexas@sbcglobal.net (e-mail)

Mark Your Calendar! 2009 Chapter Meeting Dates

The following are the North Texas Chapter's
Remaining 2009 meeting dates and locations.

September 15 (third Tuesday)
Prestonwood Country Club

October 13 (second Tuesday)
Joint meeting with IRWA Chapter 36
Cacharel Restaurant, Arlington

November 17 (third Tuesday)
Prestonwood Country Club

2009 Calendar of Events

SEPTEMBER

- 10 *Appraising Distressed Commercial Real Estate seminar – Univ. of Phoenix Bldg., Dallas*
11 *7-Hour National USPAP Update – Univ. of Phoenix Bldg., Dallas*
14-17 *General Appraiser Income Approach, Part 1 - Southfork Hotel, Plano*
18-21 *General Appraiser Income Approach, Part 2 - Southfork Hotel, Plano*
21-22 *Residential Market Analysis and Highest & Best Use (a) – Southfork Hotel, Plano*
23-26 *Residential Sales Comparison & Income Approaches (a) – Southfork Hotel, Plano*

OCTOBER

- 5-8 *General Appraiser Sales Comparison Approach – Southfork Hotel, Plano*
9-12 *General Appraiser Site Valuation and Cost Approach – Southfork Hotel, Plano*
16 *Analyzing Operating Expenses seminar - Univ. of Phoenix Bldg., Dallas*
19-20 *Real Estate Finance, Statistics and Valuation Modeling – Southfork Hotel, Plano*
21-22 *Residential Site Valuation and Cost Approach (a) Southfork Hotel, Plano*
23-24 *Residential Report Writing and Case Studies (a) Southfork Hotel, Plano*

NOVEMBER

- 2-5 *Basic Appraisal Principles (b) – Southfork Hotel, Plano*
6-9 *Basic Appraisal Procedures (b) – Southfork Hotel, Plano*
10-11 *15-Hour National USPAP (b) – Southfork Hotel, Plano*
13-16 *General Appraiser Report Writing & Case Studies – Southfork Hotel, Plano*
18-19 *Advanced Residential Applications and Case Studies, Part 1 - Dallas*
20 *Appraisal Review: General seminar – Univ. of Phoenix Bldg., Dallas*
20-24 *Advanced Residential Report Writing, Part 2 - Dallas*

DISCOUNTED EDUCATION PACKAGES

- (a) Fall Residential Course Package
Sept. 21-26 & Oct. 21-24
(b) November Appraisal Licensure Package
November 2-11