

East Florida  
chapter

# Headlines

## **APPRAISING FOR ALTERNATE "Intended" USES - LIFE BEYOND LENDING**

*Friday, November 20, 2009  
8:00 Registration/Continental Breakfast  
Seminar 8:30 AM—5:00 PM*

*Cost:  
Members \$195, Non-Members \$225  
(Lunch included in seminar fee)*

*Instructor:  
Richard Heyn, SRA*

*Location:  
430 South Wymore Road, Altamonte Springs, FL*

*If you would like to broaden your appraisal client base by decreasing your dependency on mortgage-lending work and increasing your competency when appraising non-lending uses such as, marriage dissolution, estate planning, seller pre-listing, buyer pre-purchase, tax assessment appeal, this seminar is for you.*

*The intent of this seminar is to better enable you to:*

- *Identify and solve varied appraisal problems*
- *Recognize how different intended uses affect the scope of work decision*
- *Develop disclosure statements regarding intended use and intended user*
- *Eliminate unnecessary data gathering, analysis and reporting*
- *Tailor your scope of work to the specific assignment*
- *Realize why the URAR form is not suitable for non-lending work*
- *Utilize alternate reporting formats such as the new Appraisal Institute Reports the ACI GPAR (General Purpose Appraisal Report)*
- *Properly employ the Restricted Use Appraisal Report option*
- *Determine the best reporting option for a given intended use and intended user*

*In addition, case studies are used to provide illustrations of various reports and reporting formats under different intended uses and intended users.*

*DBPR & AI Continuing Education: Approved for 7 Hours*

SEE PAGE 5 FOR THE  
EAST FLORIDA  
CHAPTER  
2010 EDUCATION  
CALENDAR

## MEMBERSHIP LUNCHEON

FRIDAY  
NOVEMBER 20, 2009  
Noon

## INSTALLATION OF THE 2010 OFFICERS AND DIRECTORS

MAISON & JARDIN  
430 South Wymore Road  
Altamonte Springs, FL

Cost: \$25

*To ensure the correct number of meals ordered, please make sure you make reservations. Walk-ins will now be charged an additional \$5 fee.*

FOR DETAILED INFORMATION/  
REGISTRATION GO TO:

[http://  
www.appraisalinstitute.org/  
education/EastFlorida.aspx](http://www.appraisalinstitute.org/education/EastFlorida.aspx)

Or call the chapter office at  
407-888-9480





## PRESIDENT'S MESSAGE

Lauren Stricklen, MAI

WOW! I can't believe that a year has already passed and it is time for me to surrender the gavel. It has certainly been a great year starting with our first annual Winter Extravaganza/Golf Tournament last February, expanding our outreach to UCF students in May, enjoying social networking with our peers in August, and culminating with a visit from Jim Amarin, the President of the Appraisal Institute also in August. We had a full and successful education program this year, a boon in these trying times. We offered 11 seminars and 13 courses. Thanks to all of you who made this year a success!

CONGRATULATIONS Walter Price, our newest SRA! He received his designation at the August meeting from Jim Amarin, our national president. Walter is also our Vice-President elect and will be your President in two years. I encourage all of you who are working on your designations to follow Walter's example and complete the process soon.

Welcome to all our new members! We have 3 new designees, 36 new associate members, and 8 new affiliate members. Now is definitely the time to join the Appraisal Institute. Discounts with various providers, such as FedEx, specialized insurance options, education and publication discounts, complimentary publications, business tools for success including access to the Lum Library, and Site To Do business discounts make your membership a money maker. Perhaps the best benefit of Appraisal Institute membership is the legislative advocacy program. Lobbyists represent Appraisal Institute members in Washington, DC and in Tallahassee. They impart our interests and concerns to our lawmakers and, whenever possible, insert language that is favorable to appraisers into current legislation. These activities are critical to the future appraisal industry. Join now and make sure your voice is heard where it counts!

The International Valuation Congress will be held November 11-13, 2009 in Cancun, Mexico. You can register through the Appraisal Institute's website. This is an opportunity for

professional education and connections that will help with international valuation assignments. You will be able to network with international clients and associates, gain fresh perspectives on different cultures, laws and points of view that affect the global marketplace, combine attendance at Regional meetings, national programs, and international activities into one convenient package, and increase your knowledge of international practice, theory, and business building. Join the East Florida Chapter officers and Board members in Cancun. Don't miss this unique experience.

As we look forward to 2010, I encourage you to keep our education calendar handy. Next year will be a re-certification year. We will again offer a wide variety of education throughout the year. Get your required courses completed early. Our second annual Winter Extravaganza/Golf Tournament is already on the schedule. Mark your calendars for February 24-27 at the Marriott World Center Resort. This weekend will provide something for everyone and is a terrific time to complete your re-certification requirements. At the same time, join us for a great day of golf!

Thank you again for your support throughout this past year. This has been a great year for me. I wish you all a prosperous and successful year in 2010.

**Lauren L. Stricklen, MAI**  
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## Did you know?

You can change your e-mail preferences

1. Go to [www.appraisalinsitute.org](http://www.appraisalinsitute.org) and login to My AI Account
2. On the top left, under My Appraisal Institute, click on Manage My Account
3. Select eh Preferences and Directory tab and find where it says "Click here for selective e-mail op outs"
4. A pop-up box will open with all of the e0mail options at your disposal. Simply check the box if you'd like to opt-out of receiving a certain type of e-mail, or uncheck the box to opt-in and receive a certain type of e-mail.

# PUBLIC RELATIONS

Ryan Zink, MAI

The East Florida Chapter of the Appraisal Institute held a Social Hour function at Ember's in downtown Orlando on August 27, 2009. The event was attended by approximately 50 Appraisal Institute members and guests. The food was provided by the East Florida Chapter and complimentary drink tickets were provided by Integra Realty Resources - Orlando. At the Board of Directors meeting in September, the 2010 budget was approved allowing for two social events next year. We will be seeking sponsors for both events to provide complimentary drink tickets for those who attend. If your company is interested in being a sponsor, or if you have any other ideas, please contact Ryan L. Zink, MAI at [rzink@irr.com](mailto:rzink@irr.com) or (407) 843-3377 Ext. 109.

## 2010 SCHOLARSHIP OPPORTUNITIES

### AIET Undergraduate Scholarship

Awarded on the basis of academic excellence, this scholarship helps finance the educational endeavors of undergraduate students (sophomores, juniors or seniors) concentrating in real estate appraisal, land economics, real estate or allied fields. The scholarships are for \$2,000, and applications for 2010 scholarships are due no later than March 15, 2010.

### AIET Graduate Scholarship

Awarded on the basis of academic excellence, this scholarship helps finance the educational endeavors of graduate students concentrating in real estate appraisal, land economics, real estate or allied fields. The scholarships are for \$3000 and applications for 2010 are due no later than March 15, 2010.

### AIET Minorities and Women AI Designation Scholarship

Awarded to minorities and women Associate Members who are active in appraising and need financial assistance to take Appraisal Institute courses leading to the MAI or SRA designations. These are awarded on a rolling basis throughout the year.

### AIET Minorities and Women Education Scholarship

Awarded to minorities and women undergraduate students pursuing academic degrees in real estate appraisal or related fields. Deadline is April 15, 2010.

All of the Appraisal Institute Education Trust's scholarships are supported through contributions received for Appraisal Institute members and others. To view eligibility requirements and deadlines for these scholarships, or to make a contribution to the Appraisal Institute Education Trust, visit [www.aiedtrust.org](http://www.aiedtrust.org).

## NEW MEMBERS ASSOCIATE/AFFILIATE MEMBERS

Timothy V. Anderson

Paul A. Arterbury

Eric C. Brent

Don L. Davis

Erica A. Ernst

Ian R. Gabler

Shirley J. Gastineau

Camille M. Haddock

Kelly J. Hogue

Vicki K. Humburg

Angel M. Marengo

Frederick C. McLeod

Ashley E. Pirtle

Joseph W. Saunders

Regine J. Schutt

Jeffrey T. Shipley

Keith D. Trombly

Gregory J. Vella

Robert D. Wilsey

## Appraisal Help

"Unsure of how to approach  
an appraisal problem?"

Bill Pardue, MAI, SRA  
(407) 629-4428

Walter Carpenter, MAI  
(407) 648-2199

## Chapter Office

Lauren Dowling,  
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[Lauren@eflai.org](mailto:Lauren@eflai.org)

## 2010 EAST FLORIDA CHAPTER EDUCATION CALENDAR

January	22	Membership Meeting & Valuation by Comparison	Maison & Jardin
		<i>WINTER EXTRAVAGANZA</i>	
February	24	Com Appraisal Engagement & Review for Bankers & Appraisers	Marriott, Orlando
	24	Advanced Curriculum Overview Day 1	Marriott, Orlando
	25	Advanced Curriculum Overview 2 Day	Marriott, Orlando
	25	Using Spreadsheet Programs in RE App	Marriott, Orlando
	26	Business Practice & Ethics	Marriott, Orlando
	26/27	Uniform Standards for Federal Land Acq.—Yellow Book	Marriott, Orlando
	17	Hotel Seminar	Marriott, Orlando
March	8-10	Gen Appraiser Income App Part 1	U of P, Maitland
	15-16	13 Hour CE Package*	Gainesville
April	30	Membership Meeting/Seminar	Maison & Jardin
May	3	Intro to FHA Appraising	U of P, Maitland
	20/21	13 Hour CE Package*	U of P, Maitland
June	14-17	Gen Appraiser Income App Part II	U of P, Maitland
July	15/16	13 Hour CE Package*	Indian Harbour
	19-24	Report Writing & Valuation Analysis	FDOT
August	20	Membership Meeting/ Intro to Valuing Green Buildings& Valuation of Green Res Properties	Sheraton, Maitland
Sept	20	Intro to Valuation for Financial Rep	U of P, Maitland
Oct	4-6	Condemnation Appraising Principles & Applications	TBD
	16/17	13 Hour CE Package*	TBD
Nov	3	Business Practice & Ethics	U of P, Maitland
	12	Membership Meeting & Seminar	TBD
TBD		Basic Appraisal Principles & Basic Appraisal Procedures	

\* 13 Hour CE Package Includes—7 Hour USPAP, 3 Hour FL Law and 3 Hour Supervisor/Trainee Roles and Rules