

# Tennessee Appraiser



## PRESIDENT'S MESSAGE



I hope that you and your families have enjoyed the holiday season. I believe that 2007 was a productive and prosperous year for all of us. I especially want to thank you for the opportunity to serve the Greater Tennessee Chapter as President in 2008.

During 2007, the chapter experienced a good year in every aspect. The membership has increased, chapter meeting attendance is up, educational offerings have been among the best ever, and chapter finances are sound. Certainly, most of this was due to the outstanding leadership of the Board of Directors, Officers, and former Executive Director, Doby Noles. In April, Doby announced her retirement to be effective at the end of 2007. Doby, we appreciate you and will truly miss your support of this chapter as you worked tirelessly for 14 years. We envy your ability to enjoy your leisure and wish you the best.

However, change is constant in our world and this chapter will continue to evolve and adapt. We were fortunate to find a replacement via a management company, Association Partners, Inc. in Nashville who began a dual working arrangement on November 1. Marvin Maes chaired the search committee and we want to thank this committee for their efforts.

Many who attended the November seminars as well as those who attended the Annual Awards Banquet met Myra Withers, now serving as the chapter's Executive Director. During this time of transition I hope the membership will extend Myra the same support and cooperation they showed Doby. Your continued participation is encouraged in order that our chapter will continue to uphold its reputation as being one of the best in the Appraisal Institute.

As we go forward in 2008, I would like to thank the Committee Chairmen who have agreed to serve and train a co-chair which will keep the committees active and knowledgeable. Please let us know on which committee you might be willing to serve. This is your chapter. We would like for each of you to get involved and experience the benefits of belonging and being involved in the decision making for the betterment of the Greater Tennessee Chapter.

I encourage you to attend the chapter meetings this year. The first meeting will be in Chattanooga on February 7. Since you must be present to be included in the \$200 cash drawing and for a \$50 education voucher, I look forward to seeing you. A free member benefit will be the two hour seminar, "Spotlight on USPAP: Confidentiality" taught by our own Danny Wiley, SRA prior to the meeting. A seven hour seminar will be offered on February 8, "Maintaining Control: Dealing with Client Pressure". Each member in good standing who has paid their dues will receive an annual \$50 educational voucher. Make plans to use this education voucher.

*Continued on page 2*

Volume 1, Issue 1  
January 2008

.....

**Greater Tennessee  
Chapter of the  
Appraisal Institute**  
**P.O. Box 60128**  
**Nashville, TN 37206**  
**Phone**  
**615/515-9700**  
**Fax 615-254-1186**  
**Email**  
**info@tnappraiser.org**  
**Website**  
**www.tnappraiser.org**

### Inside this issue:

- President's Message
- Member News
- Board of Directors Meeting Highlights
- 2008 Educational Offerings

## 2008 CHAPTER OFFICERS

Connie W. Bradshaw, SRA – President  
S. Todd Rogers, MAI – Vice President  
David A. Ortegon – Secretary  
Sandra C. Tuck, SRA – Treasurer

### Directors

James W. Bakke, SRA  
Fred H. Metz, III, SRA  
Nicholas W. Nolte, MAI  
Nelson C. Pratt  
M. Kevin Harden, SRA  
Steven R. Galyon, SRA  
Gary L. Harmon, SRA – Past Chapter President  
Ex-officio  
Leslie P. Sellers, MAI, SRA – National Board of  
Directors

### Regional Representatives

Joyce L. Deason, SRA  
Nelson C. Pratt  
S. Todd Rogers, MAI

### Executive Director

Myra Withers

### Committee Chairs

<b>Finance</b>	Sandra C. Tuck, SRA
<b>Education</b>	Nelson Pratt
<b>Member Retention</b>	Weston Woodford
<b>Public Relations</b>	David Shanks
<b>Assoc. Guidance, General</b>	
	Michael Mooney, MAI
<b>Assoc. Guidance, Residential</b>	
	James B. Atwood, SRA
<b>Government Relations</b>	Gary Standifer, MAI
<b>Bylaws Chair</b>	David A. Braun, MAI, SRA

*President's Message.....continued from page 1*

Nelson Pratt, Education Chair, has planned an excellent education schedule with five new seminar offerings. With the AQB requirements that took place January 1, 2008, the chapter wishes to serve the market by offering two new General Income Courses in Nashville in addition to the 75 hours of qualifying courses in Knoxville in the spring and in Nashville in the fall. The Appraisal Institute continues to be the best provider of professional appraisal education.

A Memorial Scholarship Fund was established in 2005 honoring members who have passed on. This fund was created to promote the advancement of associate members seeking an Appraisal Institute designation. Two \$500 annual scholarships are available. The deadline is March 1, 2008. The criteria and application are on the website at [www.tnappraiser.org](http://www.tnappraiser.org). Click on Scholarships, then Memorial Scholarship. Anyone wishing to make a donation in memory of a chapter member may send the donation to the Greater Tennessee Chapter office.

Two annual education scholarships for college students are also available. The criteria and application are on the chapter website. The deadline is March 31 for the spring semester and September 30 for the fall semester. You are encouraged to review the criteria; and if you or someone you know is qualified, please submit an application. These scholarships are fully funded and waiting to be awarded.

This will be an exciting year for all of us. The Appraisal Institute has many plans to promote the designations, and new tiers of membership are being unveiled in order for everyone to have a proper fit. Plan to attend the chapter meetings, share experiences and network with fellow professionals. I hope to see you in Chattanooga.

**Connie W. Bradshaw, SRA**  
**President, Greater Tennessee Chapter**

## MESSAGE FROM DOBY

My experience as Director of the Greater Tennessee Chapter has been a wonderful, rewarding one. With all the joys and problems, I would not have traded it for anything. I have enjoyed working with you over the years. The relationships I have made have meant so much to me. I appreciate each Chapter President, whom I grew to know so well, and the education and other committee chairs with whom I have had such close contact. So much has changed over the years and the system keeps getting more and more efficient. It has been exciting to have been a part of these changes. Thank you for the parting emails, telephone messages and cards that expressed your appreciation for my service. Thank you to the board and to the chapter for the generous parting gift. I will miss being involved in the organization and will miss all of you very much. You will forever be a part of me and have a very special place in my heart.

Doby Noles

## GREATER TENNESSEE CHAPTER OF THE APPRAISAL INSTITUTE HIRES NEW EXECUTIVE DIRECTOR

Myra Withers, Association Partners, Inc., Nashville, is our new executive director; joining our team in early November. A graduate of Middle Tennessee State University, she comes to us from the Gaylord Opryland Executive Sales Department where she was an integral part of planning many successful meetings and conventions for large companies and small businesses alike over the past two years. Myra's enthusiasm, dedication and experience in meeting planning will serve us well. She looks forward to meeting and working with each of you, so give her a call any time you need assistance...or just to welcome her aboard.



Myra's hire is the result of an extensive search committee led by Marvin Maes. Marvin's committee researched all known alternatives, including individual candidates and association management companies. Association Partners, Inc. was the unanimous choice.

Association Partners (AP), founded in 1990, specializes in statewide professional membership societies. Their expertise in educational programming, communications and data management seemed the perfect partnership with the Greater Tennessee Chapter of the Appraisal Institute. Our membership will receive the services of all six AP employees in addition to Myra. Don't hesitate to speak with any member of the team who answers the phone if you need assistance!

## 2008 APPRAISAL INSTITUTE CHAPTER PRESIDENT



R. Wayne Pugh, MAI, 2008 National Appraisal Institute President congratulates Connie Bradshaw, SRA.

**Connie W. Bradshaw, Athens, TN** has been elected 2008 president of the **Greater Tennessee Chapter** of the Appraisal Institute. Serving Middle and East Tennessee, the chapter encourages local real estate appraisers to earn Appraisal Institute professional membership designations and promotes competent and reliable appraisal services to the property-owning public.

**Connie Bradshaw** has been an appraiser for a number of years, with primary emphasis in residential real estate appraising. She is a graduate of the University of Tennessee with a BS degree in Business Administration. Connie has obtained the SRA designation from the Appraisal Institute, which signifies excellence in the field of real estate valuation.

## NOTICE TO MEMBERSHIP

In accordance with Reg. 8, Article IX, Part A, "Nominations and Elections" the 2008 Nominating Committee shall include two (2) members elected by the Chapter membership at the first regular membership meeting each year. All nominations for the elected members shall be made from the floor. Elected members of the Nominating Committee shall not serve consecutive terms. This is to serve notice to the membership that such election shall take place at the February 7, 2008 membership meeting in Chattanooga.

## MEMBERSHIP CATEGORIES AND STATUSES REVISED

With the exception of matters pertaining to voting rights, the Board adopted the 45-day notice proposal that creates an "Honorary" membership category (unrelated to the MAI and SRA designations) and several new membership statuses that will better accommodate our existing membership as well as create opportunities to attract new members. Key among the changes is the creation of a "practicing status" and a "non-practicing status" for both designated and associate members. Among other things, this will permit associate members for the first time to hold retired or semi-retired status in the organization. Members will receive additional information that details all the changes and their potential implications with their 2008 dues invoice. These changes become effective January 1, 2008.



## **2008 VICE PRESIDENT**

The Board elected Leslie P. Sellers, MAI, SRA, to serve as 2008 Vice President. Leslie is a 30-year member of the Appraisal Institute and currently serves on the Board of Directors representing Region IX. This year he also serves as chair of the Chapter National-Regions Project Team, co-chair of the 75<sup>th</sup> Anniversary Project Team, and is a member of the Education Committee. In addition to serving as president of his chapter and as regional chair, Leslie was elected twice as chair of the national Audit Committee and twice as a member of the national Strategic Planning Committee. He served on the Governance Restructure Project Team and the Governance Implementation Project Team that wrote the new governance for the Appraisal Institute. He is an Appraisal Institute certified instructor and seminar author.

## **BOARD MEETING HIGHLIGHTS**

### **2008 Budget/Strategic Plan**

The Board approved a balanced budget for 2008 based on the recently approved strategic plan, which calls for an aggressive membership growth campaign over the next several years. In addition, the budget provides for new member services including various online Communities of Practice groups, which will be rolled out early next year, creating an effective new approach to member networking and learning. The budget also calls for a \$100 increase in national dues for all general designated members in 2008, which is based on the adoption of the new membership categories and statuses as mentioned above (other dues amounts may differ depending on membership status).

### **Unification**

Earlier this year, the Board endorsed moving forward in developing a plan for unification with the American Society of Appraisers (ASA) and the American Society of Farm Managers and Rural Appraisers (ASFMRA). The 15-member Unification Team was asked to present such a plan. The Board received a draft of the plan in New Orleans when it met with the governing groups of both the ASA and ASFMRA to review the Unification Team's report. The Board concluded that the Appraisal Institute's Unification Project Team, guided by the Executive Committee on behalf of the Board, will continue to work on unification with the teams from the ASA and ASFMRA.

### **New Actions**

The Board approved funding for a project team to study the creation of an alternative to the demonstration report requirement for the MAI designation, similar to the 45-hour education package alternative to the residential demonstration report now in place for the SRA designation. The Board also authorized the development of a Residential Mortgage Certificate Program that includes best practice issues, with the hope that the program will roll out in 2008. Moreover, the Board elected leaders and members for the Strategic Planning Committee, Audit Committee, Appraisers Liability Insurance Program, and Education Trust and Relief Foundation.

## **WELCOME, NEW MEMBERS!!**

David E. Seals, Knoxville  
James M. Orick, Knoxville  
R. Rhett Turner, Mt. Juliet  
Ian J. Cullen, Athens

Richard A. Crook, Knoxville  
Suzanne R. Dunn, Franklin  
Matthew R. Aull, Brentwood

## NOVEMBER 2007 AWARDS BANQUET

The Greater Tennessee Chapter of the Appraisal Institute held its annual awards banquet on November 29, 2007, at the Cherokee Country Club in Knoxville, Tennessee. Below are some of the evening's highlights.



Tracy Wheeler receives plaque indicating his SRA certification



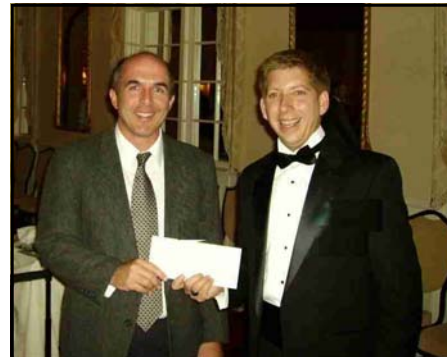
Nelson Pratt, Recipient of the Roscoe D. Jackson Memorial Award



Wayne Underwood, MAI, Recipient of the William S. Latimore, Jr., Award



David Ortegon (left) presents Mark Watson with a 2007 Memorial Scholarship



David Ortegon presents Mark Abbotoy with a 2007 Memorial Scholarship



Connie Bradshaw, SRA, presents outgoing President, Gary Harmon, SRA, with his presidential plaque and congratulates him on a job well done

## EDUCATIONAL OFFERINGS

**Online Registration for Education:**  
[www.appraisalinstitute.org/education/GreaterTennessee/](http://www.appraisalinstitute.org/education/GreaterTennessee/)

### Winter 2008 Meetings

#### **Spotlight on USPAP: Confidentiality--2hrs**

February 7, 2008  
Chattanooga Marriott

Board of Directors Meeting—1:30pm  
USPAP Seminar—4pm  
Social Hour—6pm  
Dinner—7pm

Instructor - Danny Wiley

\*\*\*Hotel Reservations may be made at the Chattanooga Marriott by calling 1-800-841-1674. Rate of \$109.00 + 12.00 valet parking (\$10.00 self parking) and all applicable taxes. Must make reservation **on or before** Thursday, Jan 17, 2008 to guarantee this rate.\*\*\*

#### **Maintaining Control: Dealing with Client Pressure, Appraiser-- 7hrs**

February 8, 2008,  
Chattanooga Convention Center  
8am-5pm  
Instructor - Rich Heyn, SRA

#### **Basic Appraisal Principles—30hrs**

Feb. 15-16 and Feb. 22-23, 2008  
Knoxville Area Association of Realtors  
8am – 5pm  
Instructor - James B. Atwood, SRA

#### **Evaluating Residential Construction—8hrs**

February 29, 2008  
8am-5pm  
UT Conference Center  
Instructor - James Canestaro, AIA, AICP

## **DATES SET FOR 2008 COMPREHENSIVE EXAMINATION**

We are pleased to announce that Pearson VUE Professional Testing Centers will administer the General Comprehensive Examination in 2008. Registration for the exam is now available on our National website. The 2008 exam dates, including application deadlines, are as follows:

February 25–26 (Application Deadline: January 15, 2008)

July 21–22 (Application Deadline: June 9, 2008)

September 15–16 (Application Deadline: August 4, 2008)

Participants are required to complete an application on our website and submit to headquarters for eligibility verification. After the member's 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 members 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 Services at 312-335-4111 or [associate@appraisalinstitute.org](mailto:associate@appraisalinstitute.org).

## **AVAILABLE JANUARY: 2008 USPAP AND CODE OF ETHICS**

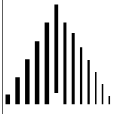
The 2008 USPAP and Code of Ethics will be available to members in January 2008. If you request a “current copy” of the USPAP prior to January, you will receive the 2006 version unless you specify the edition you are interested in. All requests for the 2008 USPAP are kept on file until January 2008. If you have questions regarding the 2008 USPAP or the Code of Ethics, e-mail [uspap@appraisalinstitute.org](mailto:uspap@appraisalinstitute.org).

## **ADDITIONAL 2008 EDUCATIONAL OFFERINGS**

<b><u>SEMINAR</u></b>	<b><u>DATE</u></b>	<b><u>LOCATION</u></b>
<b>USPAP, 7hrs</b>	March, 7, 2008	Nashville, TN
<b>Basic Appraisal Procedures, 30hrs</b>	March 14-15, 2008	Knoxville, TN
<b>USPAP, 15hrs</b>	April 4-5, 2008	Knoxville, TN
<b>Quality Assurance, 7hrs</b>	April 18, 2008	Johnson City, TN
<b>Liability Management, 7hrs</b>	May 2, 2008	Nashville, TN
<b>General Appraiser Income Approach Part 1, 30hrs</b>	Dates: TBD	Nashville, TN
<b>General Appraiser Income Approach Part 2, 30hrs</b>	Dates: TBD	Nashville, TN
<b>Basic Classes, 75hrs</b>	Date: TBD	Nashville, TN
<b>Valuing Green Buildings, 7hrs</b>	September 12, 2008	Knoxville, TN
<b>Business Practice &amp; Ethics, 8hrs</b>	October 2, 2008	Knoxville, TN
<b>USPAP, 7hrs</b>	October 3, 2008	Knoxville, TN
<b>Evaluating Commercial Construction, 16hrs</b>	October 6-7, 2008	Murfreesboro, TN
<b>Appraising for Alt. Uses: Life Beyond Lending, 7hrs</b>	November 21, 2008	Nashville, TN

**Please remember you must register for all classes you plan to attend.**

**Be sure and do so at [www.appraisalinstitute.org/education/GreaterTennessee/](http://www.appraisalinstitute.org/education/GreaterTennessee/).**



**Appraisal  
Institute®**

*Professionals Providing  
Real Estate Solutions*

**Greater Tennessee Chapter  
P.O. Box 60128  
Nashville, TN 37206**

***Return Service Requested***



### **Important Reminders**

- **Mark your calendar and plan to attend the educational offerings on February 7<sup>th</sup> and 8<sup>th</sup> in Chattanooga! \*\*Reservations are necessary!\*\***
- **Remember to pay your membership dues in order to receive your \$50.00 education voucher!**
- **If you are currently receiving this printed newsletter and would like to begin receiving it electronically, please email Myra Withers at [myra@tnappraiser.org](mailto:myra@tnappraiser.org) or call her at 615-515-9700.**