

PHILADELPHIA CHAPTER

AMERICAN SOCIETY OF APPRAISERS JANUARY 2001

PRESIDENT'S MESSAGE

My Fellow Appraisers,

Now that all the hustle and bustle of the holiday season is over, let's look forward to celebrating 2001 by attending our chapter's first continental breakfast meeting on January 17, 2001 at 8:00 AM. Best of all, it is FREE! You must notify Lorri, the chapter secretary, no later than January 10, 2001 to make your reservations. Bring a guest. If no reservation is received, you will be required to pay \$6.00 at the door.

Mark Penny has arranged for Eugene Davey, ASA to discuss a view from the Assessor's Office. Also, Jay Fishmen, ASA will speak on ASA governmental regulations.

Advancement and admission applications will be processed prior to the meeting. The Chapter Board meeting is open to all ASA members and will begin following the chapter meeting at approximately 9:15 AM and end no later than 10:00 AM.

Seth Weiss has taken on the position of Chapter Web Site Coordinator. He is eager for your recommendations.

I hope you all had a healthy and joyous Holiday Season.

Yours in service,

BARRY S. SLOSBERG, ASA

COMMITTEE NEWS

Admissions Committee

- Four applicants were interviewed for admission and three were approved. They are as follows:

Candidates:

Robert Palermo Mark Miller Wiley Scott

Advancements Committee

- Three candidates were interviewed and recommended for advancement:
Robert Mulhearn (BV)
Kenneth Rose III, (BV)
Jordan Yuter (RP)

Program Committee

- At the January 17th breakfast Meeting, Eugene Davey, ASA will discuss "The View from the Assessor's Office". Jay Fishmen, ASA will speak on "ASA--Governmental Regulations".

Scheduled Meetings

January 17, 2001

BREAKFAST MEETING at 8:00 AM
Williamson's Restaurant - City Line
Avenue

Board of Directors-9:15 AM

Wednesday, January 17, 2001
Wednesday, March 21, 2001
Wednesday, May 16, 2001
Wednesday, September 19, 2001
Wednesday, November 21, 2001

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DOT.COM CORNER

We are looking for all disciplines to share their dot.com sites. Please forward your favorite sites to the Editor.

Your Chapter Officers

If you ever have any questions or ideas to share:

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Editor's Note: This is an opinion of the author and does not necessarily reflect upon the opinions of the Philadelphia Chapter Board or its Officers.

One Appraiser's Opinion

Submitted by Samuel F. Luceno, M.S., ASA, CBC

The American Society of Appraisers (ASA) and the National Association of Independent Fee Appraisers (NAIFA) are not going to merge the two organizations. This is unfortunate because if properly structured such a merger would enhance professionalism by: improving education, increasing communication between disciplines, stabilizing terminology, and as a collective share knowledge, experience and understanding.

There is, however, the potential for an alliance many would like to see happen. Many NAIFA members see aligning with the American Guild of Appraisers. OPEIU, AFL-CIO, union, as an avenue for solving NAIFA's financial problems. If such an alliance would occur, it would forever harm the appraisal profession. Proponents for aligning with the appraisers' union argue that this is the only way appraisers have sufficient strength to "legislate" (1) appraisers to perform in the manner which these select individuals believe to be proper, and (2) users of appraisal services to employ certified or licensed appraisers even if the service they need is one which does not require an appraisal. In fact most appraisers prefer not to perform such tasks. These select few, fearing loss of work, want to "legislate: because they have been unsuccessful in coercing the Appraisal Standard Board into amending portions of the Uniform Standards of Professional Appraisal Practice (USPAP) to suit their misguided desires.

I strongly support USPAP and have from its beginning; however appraisers have been scrutinized, regulated, and legislated enough. In this litigious society, more regulations and legislation can only stifle creativity, limited professional growth, and restrict the appraisers' purpose.

No appraisal organization should promote and align with any appraisers' union. It is my belief that aligning with the American Guild of Appraisers would:

1. Corrupt the appraisal profession by:
 - a. Blackballing non-union members from receiving certain appraisal assignments.
 - b. Forcing, or at least pressuring, sympathy strikes against non-related industries.
 - c. Price fixing.
2. Increase politics within the organization.
3. Polarize the membership.
4. Dilute professionalism.
5. Eliminate individualism

...or by FAX (215)763-6966...or e-mail oldchina@aol.com....

Opinion (from p.2)

- 6. Discourage professional advancement.
 - 7. Create a negative stigma against appraisers by the public.
- In addition to the above, there is the possibility that appraisers who join the guild may lose business to non-union employers of appraisal services.

Appraisers, all disciplines, we have worked long and hard to become professionals and to be recognized by the public as professionals. Stand strong and say NO to the American Guild of Appraisers, OPEIU, AFL-CIO union!

MASTERING CHANGE by Sheila Murray Bethel

We are living in an exciting age of unprecedented change. Today's accelerated rate of change presents us with unique challenges and opportunities. When change brings success, keep your ego from getting out of hand. When the change is negative, use your sense of humor to get through it. Once you learn to handle change, you can take your skills, talents and abilities and help others change. Here are ways to enhance your mastery of change.

1. **Don't fight it.** The natural tendency is to protect what you know and value, what has become familiar and comfortable. Unfortunately, the world will change with or without you. So you must adapt again and again. You make your life so much more complicated when you fight the change. You cause yourself stress and can actually become ill. Remember the old *Serenity Prayer: God grant me the serenity to accept the things I cannot change., the courage to change the things I can and the wisdom to know the difference.*
2. **You don't have to like the change.** No one ever said you have to like the changes you are experiencing. However, you do have to understand them so you can progress. Study, explore, and read everything you can about the current matters that affect your perception and handling of change. Life is not always about *liking*. It is about doing the best you can, with what you've got and getting on with it; right now!
3. **Know what to defend against change.** There are some things we should resist changing because change does not always translate into better. Change for the sake of change alone can destroy valuable situations, assets, and relationships. Many values deserved to be defended. Ask yourself what you will change and what you will defend.
4. **Have a sense of humor.** Humor can give you a momentary *emotional vacation*. A sense of humor can conquer pretense

and diffuse anger and hostility. It can take an impossible situation and change it onto an acceptable one. The old axiom, *if you take yourself too seriously, no one else will*, is key. The most effective people are spontaneous and can use humor to express their feelings, and to encourage others.

When you set out to be a change master and to make a difference in this world, there is no guarantee that it will be easy. By learning about change, serving others and helping them to learn to change, you will indeed be making a difference.

Shiela Murray Bethel is author of the best selling book *Making a Difference 12 Qualities That Make You A Leader*, host of the Public Television series, *Making a Difference*, and recipient of the CPAE Speaker Hall of Fame award. She can be reached at 800-548-8001, e-mail: shiela@bethelinsititue.com, or visit her website: <http://www.bethelinstitute.com>. Author retains all copyrights and reprint authorizations.

☺ BARRY'S BLURB OF THE MONTH:
" Just when you think you've graduated from the school of experience, someone thinks up a new course." --Mary Waldrip

LAST WORD: Experience is the name everyone gives to his mistakes...WOODROW WILSON

CALENDAR OF UPCOMING COURSES AND EVENTS

Unless otherwise noted, contact the SA Education Department at (800) ASA-VALU

ASA Courses, Meetings, Chapter Offerings and Conferences

- July 22-25, 2001 – Pittsburgh, PA
2001 International Appraisal Conference. Call ASA at (800) ASA-VALU.
- August 25-28, 2001 – San Diego, CA
2002 International Appraisal Conference. Call ASA at (800) ASA-VALU.
- **2001 G&J Advanced Courses.** Call ASA at (800) ASA-VALU.
GJ206 Jan. 28-31 Tucson, AZ Airport La Quinta “Gems and Jewelry Appraisal Techniques and Standards” formerly Master Gemologist Appraiser®)
GJ205 May 29-June 1 Las Vegas San Remo Hotel “Appraisal Theory, Methods and Application”
GJ205 July 18-21 Pittsburgh Hilton “Appraisal Theory, Methods and Application” (immediately prior to ASA International Conference)

Open Examination Sites

- February 11, 2001 - Manhattan Beach, Calif.
- February 17, 2001 – Corpus Christi, TX
- June 10, 2001- Chicago, Ill.
- July 22, 2001 – Pittsburgh, PA
- September 23, 2001 –Washington DC
- November 18, 2001 – Chicago, Ill

New Books available

E-Advertisement for your business!

- *The Professional Reference Index (an element of VALUATION 2000)* offers multiple exposure advantages, showcasing information about you and your company to thousands of highly potential referral sources. More than 30 valuation category options and specialty classifications in the field of Appraisal Review, BV, G&J, MT, PP, RP and Management/Consulting. Just \$200. for primary listing and \$125. for each additional discipline/specialty classification. For more info. or to obtain an order form, call Suzie Roget at (209)368-3672 or send an e-mail to sponsors4val2000@apo.com.

ASA

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