

# PHILADELPHIA CHAPTER

AMERICAN SOCIETY OF APPRAISERS MARCH/APRIL 2002

[www.appraisers.org/philadelphia](http://www.appraisers.org/philadelphia)

## PRESIDENT'S MESSAGE

Fellow Chapter Members and Friends:

I encourage you to come to our next meeting on Wednesday, March 20 for several reasons.

First, we are pleased to welcome our Regional Governor, Lorraine Smith, ASA. Lorraine will bring us up to date with developments of the national level, including the recent resolution to add to disciple specific voting, plans to boost the Public Relations spending and the annual conference in San Diego.

Secondly, we will have an interesting program from the MTS discipline on Aircraft appraisal. Thirdly, thanks to the efforts of our Education Chairman, Sam Luceno (who also serves as First Vice President and Program Chairman), we will announce a series of one day seminars to be held in our area in conjunction with the National Office. Sam has worked hard to put these programs together and deserves our support. The first seminar is tentatively scheduled for June 2002, and the program will focus on The Appraiser as Expert Witness. Stay tuned for more details.

Our meeting will also provide an opportunity to be heard and to vote on a proposed modification to the Chapter assessment, as outlined in the recently mailed notice. Let us know what you think.

Lastly, the Nominating Committee will present its proposed slate of officers for next year.

Hopefully, we can fit in all of the necessary business and still leave time for our customary fellowship and good cheer.

I look forward to seeing you!

Best Regards,  
Mark Penny, President

## COMMITTEE NEWS

Admissions Committee Chair John Ohanian reports there are no new applicants.

Public Relations has received approval for an ad placement in the Directory of Corporate Counsel of PA, NJ and DE. Seth Weiss is speaking with Howard Ducat from HQ about the possibility of establishing a chat room of sorts on the ASA website.

Advancement Committee Chair Charlie Dixon reports that Tom Schied (MTS) has been interviewed and recommended to the Board. Peter Hagialas (MTS) was presented with his ASA Certificate of Advancement.

Education Committee Chair Sam Luceno reported on the recent USPAP Course. Sam is now checking into other seminars the chapter would want to sponsor this coming year.

Barry Slosberg will head up the Nominating Committee for next year's officers.

### 2002 Scheduled Meetings

Wednesday, March 20, 2002 – Dinner Meeting:  
Williamson's Restaurant - City Line Ave.  
Board of Directors – 4:30 P.M.  
6:00 P.M. Cocktails; Dinner 6:30 P.M.

Presentation Topic: Power Point Presentation on the Appraisal of Aircraft and Related Property by Richard Schuster, ASA. Regional Governor Lorraine Smith, ASA will be present for this meeting.

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Next Dinner Meeting: Wednesday, May 15, 2002

**Regularly scheduled meetings take place in Sept./Nov./Jan./March/May**

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## DOT.COM CORNER

**BV:** [www.bu.edu/library/management/research.html](http://www.bu.edu/library/management/research.html) Part of the BU system, this site provides links and information for in-depth industry research.

**PP:** [www.x-rates.com](http://www.x-rates.com) will give you not only exchange rates, but historic change rates!

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

..... Contact the Editor by phone at (215) 441-8060...or...

## **Your Chapter Officers**

If you ever have any questions or ideas to share:

### **President**

J. Mark Penny, ASA  
(856) 795-6026  
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e-mail: [jmarkpenny@aol.com](mailto:jmarkpenny@aol.com)

### **First Vice President**

Samuel F. Luceno, ASA  
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### **Second Vice President**

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### **Third Vice President**

O. John Ohanian, Jr., ASA  
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### **Secretary/Treasurer**

Seth Weiss, ASA  
(610) 525-0118  
FAX: (610) 525-3145  
Email: [sweiss@home.com](mailto:sweiss@home.com)

### **Past President**

Barry S. Slosberg, ASA  
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### **Chapter Counsel**

Charles Basch, Esq.  
(215) 887-9000  
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### **Philadelphia Chapter**

Kim Ohanian  
Executive Secretary  
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NOTICE: THE CHAPTER IS MOVING TOWARD ELIMINATION OF THE PRINT VERSION OF THIS NEWSLETTER TO AN E-MAIL VERSION. While we do not know exactly when this will happen, we want all chapter members to be aware of the future of this newsletter.

## **Ask George...**

*George D. Sinclair, MAI, FASA, will answer your questions relating to the appraisal industry. He will utilize his expertise with assistance from the Philadelphia and International ASA members. Send your questions to "Ask George", Keystone Appraisal Company, 2009 Chestnut St., Phila., PA 19103 or you can FAX 215-564-6561, phone 215-564-2070 or e-mail [Keyappco@aol.com](mailto:Keyappco@aol.com)*

Q. I am a personal property appraiser seeking to secure work from a local law firm. In order to be considered, this law firm requires that I provide them with a copy of an actual appraisal that I have made within the past year. May I do this without violating USPAP?

A. In order to provide this information, you must satisfy the *Confidentiality* section of the Ethics Rule. This section states: "An appraiser must protect the confidential nature of the appraiser-client relationship. An appraiser must act in good faith with regard to the interests of the client in the use of confidential information and in the communication of assignment results.

An appraiser must not disclose confidential information or assignment results prepared for a client to anyone other than: 1) the client and persons specifically authorized by the client; 2) state enforcement agencies and such third parties as may be authorized by due process of law; and 3) a duly authorized professional peer review committee. It is unethical for a member of a duly authorized professional peer review committee to disclose confidential information presented to the committee."

The comment further explains that if all essential elements of confidential information are removed through redaction or the process of aggregation, client authorization is not required for the disclosure of the remaining information, as modified.

In this case your options are:

- 1) turn down the request to provide the appraisal.
- 2) Secure a release from the client of each sample appraisal.
- 3) Provide sample reports, but redact all confidential information. Statement No. 5 in USPAP addresses the Confidentiality section of USPAP. It stresses that all opinions and conclusions, developed specific to an assignment are confidential. Assignment results are an appraiser's:
  - opinions or conclusions developed in an appraisal assignment, such as value;
  - opinions of adequacy, relevancy or reasonableness developed in an appraisal review assignment; or
  - opinions, conclusions or recommendations developed in a consulting assignment.

### **WHAT TO DO IF YOU LOSE YOUR WALLET** (submitted by Sam Luceno ASA)

We have all heard horror stories about fraud that can be committed in your name, address, SS#, credit, etc. Unfortunately I (the author of this piece who happens to be an attorney) have first hand knowledge, because my wallet was stolen last month and within a week the thief(s) ordered an expensive monthly cell phone package, applied for a VISA credit card, and had a credit line approved by Gateway computer, received a pin number from DMV to change by driving record information online, and more. However, here is some critical information to limit the damage in case this happens to you or someone you know. As everyone always advises, cancel your credit cards immediately, but the key is having the toll free numbers handy so you know whom to call. Keep those where you can find them easily. File a police report immediately in the jurisdiction where it was stolen; this proves to credit providers you were diligent, and is a first step toward investigation (if there ever is one). But here is what is perhaps most important (I never thought to do this): Call the three national credit reporting organizations immediately to place a fraud alert on your name and SS#. I had never heard of doing that until advised by a bank that called to tell me an application for credit was made over the Internet in my name. This alert means any company that checks your credit knows your information was stolen and they have to contact you by phone to authorize new credit. By the time I was advised to do this, almost two weeks after the theft, all the damages were done. (Continued on Page 3)

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

## CHAPTER NEWS

### **Upcoming Events! Mark your Calendar:**

May 15, 2002 – Dinner Meeting: “Victorian Oddments and Reminders of the Past” by Shirley Swaab, ASA . Shirley specializes in Antiques & Decorative Arts and is a noted lecturer. Join Shirley in recreating the niceties of a time that may never be recaptured! You may bring to the lecture any objects you wish to show and discuss. This would be the *perfect* meeting for you to invite a guest!

### **BOARD OF GOVERNORS APPROVES RESOLUTIONS!**

The Public Relations resolution was passed by a 15 to 4 margin. ASA will allocate \$200,000 to PR and marketing in 2002-03 and National is contracting with a professional PR firm to come up with a marketing plan.

The Discipline Chairs, which previously had no voting privileges on the Board of Governors, are now voting members. As is with the Governors, there is no proxy vote—which means if a member is not at the meeting, he/she cannot send someone in his/her place. According to the resolution, the Discipline Chair will remain the voting member until and if the discipline committee chooses a representative through other means.

### **MEMBERS IN THE NEWS!**

Peter Hagialas (MTS) was presented with his ASA Certificate for Advancement at our breakfast meeting. Congratulations, Peter!

### **WALLET (cont'd from p.2)**

There are records of all the credit checks initiated by the thieves' purchases, none of which I knew about before placing the alert. Since then, no additional damages have been done and the thieves threw away my wallet (someone turned it in). It seems to have stopped them in their tracks. The numbers are:

- A. Equifax: 1-800-525-6285
- B. Experian (formerly TRW) 1-888-397-3742
- C. TransUnion: 1-800-680-7289
- D. S.S. Administration fraud line:  
1- 800-269-0271

### **APPRAISAL WRITING COURSE OFFERED BY NATIONAL**

The ALL215: Appraisal Writing Course will be offered in the following locations in 2002:

- June 6-9 – Chicago area
- July 18-21, Los Angeles, Ca.
- September 26-29, Atlanta, Ga.
- December 5-8, Dallas, TX

For more information, call 800-ASA-VALU or visit the ASA National Website at [www.appraisers.org](http://www.appraisers.org).

### **ASA INTERNATIONAL PRESIDENT ADDRESSES MEMBERSHIP**

On Thursday, February 21, 2002 the following e-mail was received from Michael L. Austin, ASA's International President:

“I am writing to inform you that at the recently concluded Midterm Meeting, the Budget and Finance Committee and the Executive Committee voted not to publish a 2002 Directory of ASA Members. During the review of this year's budget, it became apparent that the loss of revenue from tuition refunds and reduced registration as a result of the September 11 terrorist attacks has negatively impacted the current year's budget.

The committees reviewed various items that could be eliminated in the 2001-02 budget to help offset these losses, and the \$25,000. required to print and mail the Member Directory was one of those items. As most of you know, contact information for all ASA members is available on the ASA Web site. All committee assignments and officer information also is available on the Web site. However, I have asked ASA Headquarters to publish a listing of all committees and Headquarters staff in an upcoming “Newsline” as a pull-out section. This should serve as an easy reference if you would like to contact any of these members.

This cut affects only the Member Directory; the referral directory (“Directory of Professional Appraisers”) was published and mailed to potential appraisal clients as usual.

I would like to thank you for your understanding in these tight budget times.”

### **JOIN THE ONE + ONE CHALLENGE MEMBERSHIP DRIVE**

Chapter President Mark Penny, ASA asks that everyone remember that the One+One Challenge Membership Drive is still ongoing through April 30, 2002. If there is someone you know, or someone in your firm who could benefit from all that the ASA has to offer, see what you can do to bring them into the fold!

### **MTS WEBSITE**

Melvin Fineberg, ASA reports in the January 2002 Newsline that the MTS Website is now up and



### **BARRY'S BLURB OF THE MONTH**

Brain cells come and brain cells go,  
but fat cells live forever!

running with its own official address. It can be found at [www.appraisers.org/discipline/mts](http://www.appraisers.org/discipline/mts). Please visit the site and forward any suggestions for improving the site to Website Chair Rick A. Berkemeier, ASA.

### **ATTENTION ALL CANDIDATES**

Kim Ohanian, Chapter Executive Secretary, wants members to know that job referrals are given to ASA's and AM's. Let's get Designated!

....or snail mail to: Susan Golashovsky ASA, 180 Jacksonville Rd., Ivyland, PA 18974

**LAST WORD:** "You become a champion by fighting one more round. When things are rough you fight one more round", James Corbett

#### CALENDAR OF UPCOMING COURSES AND EVENTS

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

**ASA Courses, Meetings, Chapter Offerings and Conferences** (For National Offerings, Please see Newslines Publication)

- April 1, 2002- Raleigh, NC "Using Marshall & Swift to Estimate Cost of Residential Properties", 7- hour course for Real Property members only . Sponsored by the North Carolina Chapter. Will include optional exam. Contact Lee Butzin, ASA at (919) 929-9539 or by e-mail at [ibutzin@bellsouth.net](mailto:ibutzin@bellsouth.net)
- August 25-28, 2002, **2002 Int'l Appraisal Conference**, San Diego, Calif. Call (800) ASA-VALU
- July 14-16, 2003, **2003 Int'l Appraisal Conference**. Call ASA at (800) ASA-VALU

#### Open Examination Sites

- March 16, 2002—Chicago, IL (located at ASA course site)
- May 18, 2002 – Washington, D.C. (located at ASA course site)

For further information, contact ASA's Accreditation Coordinator at (800) ASA-VALU

#### MENTORS WANTED

**men·tor** (m n tor, -t r)n. 1. A wise and trusted counselor or teacher. 2. **Mentor** (*Greek Mythology*. Odysseus's trusted counselor, in whose guise Athena became a guardian and teacher of Telemachus. V. *Informal*/men·tored, **men·tor·ing**, **men·tors** v. intr. To serve as a trusted counselor or teacher, especially in occupational settings, v.tr. To serve as a trusted counselor to teach to (another person). [French Mentor, from Latin Ment r, from Greek. See men-in Indo-European Roots.] Webster's definition: **men·tor**. Pronunciation: "men-"tor, -t&r. Function: noun. Etymology: Latin, from Green MentOr. 1. Capitalized: a friend of Odysseus entrusted with the education of Odysseus' son Telemachus. 2. A: a trusted counselor or guide b: tutor, coach - men•tor•ship/noun

New Candidates to the Philadelphia Chapter of the American Society of Appraisers are fortunately a recurring element of prospering. How many of you can say you weren't first a candidate? Indeed most of us must say that and what a help it is to have a mentor, one who can show the ropes to new candidates for membership. As the admissions chair, I have the good pleasure to call on members of our chapter to be mentors. If you would like to volunteer for such an opportunity, you will find that the reaccreditation credits will accelerate your attainment of 100 hours. Please call me at 215-997-7220 or e-mail your desire to be a mentor to [oohanian@pbgw-cpa.com](mailto:oohanian@pbgw-cpa.com). We can never have too many eager mentors.

---John Ohanian, ASA  
Director, Financial Valuation Services,  
**Pritchard, Bieler, Gruver & Willison, P.C.**

**ASA**  
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