



**Appraisal
Institute®**

*Professionals Providing
Real Estate Solutions*

*The
Wisconsin
Chapter*

MESSENGER

<http://www.wisai.com>

SEPTEMBER 2012

PRESIDENT'S COLUMN

Stephen C. Lauenstein, MAI

Our second Catch a Drink event was held on August 8th at the Capital Brewery in Middleton. Those of us that travelled from other parts of the state had a chance to connect with the Madison area appraisers and vice versa. It was a great event; new friends and connections were made. Also, Ryan Gieryn was presented with his recently earned MAI certificate. Congratulation to Ryan for his hard work! The next Catch a Drink event is scheduled for September 20th at Mo's Irish Pub in Wauwatosa at 5:30pm. Don't miss it, these are fun events.

In early August, the Appraisal Institute held its annual convention in San Diego. Three members of our chapter attended, Steve Stiloski, Jason Teynor and Detlef Weiler.

Detlef reported that the candidate for designation program is proving to be very popular, with about 1300 associates having signed up for it by the time of the recent board meeting. There was no fee to sign up, and appraisers received a \$55 discount on the 2013 program fee if they signed up by the end of August. The pace of designations is increasing for the MAI, with 246 new MAI's thru June 2012, compared to 215 for all of 2011. New SRA's are holding steady with 38 new SRA's thru June, vs 82 total for 2011. Also, 28% of new designations are international members.

Jason Teynor has provided an article about the Candidate for Designation Program that is printed later in this newsletter and Steve Stiloski has provided an article about the FDIC presentation at the annual convention which is also found later in this newsletter.

Our next big event is the Year-In-Review, which is in the planning stages for late November or early December. More details will be forthcoming soon about this event.

As always, the Wisconsin Chapter Board is here to serve you. We welcome your comments, involvement and feedback. Let's finish out the year well.

BOARD MEETING MINUTES

June 7, 2012

Steve Lauenstein called the meeting to order at 5:00 pm at the office of Wisconsin Association Management, 11801 West Silver Spring Drive, Milwaukee, WI.

Members Present

Sherryl Andrus, Jason Teynor, Ryan Gieryn, Steve Lauenstein, Cheryl Dodson, Dominic Landretti, Curt Kolell, Todd Delahunt, and Doug Stangoehr were in attendance. Joining the meeting on teleconference were Bill Sirny, Elizabeth Goodman, and Kevin Duman.

Secretary's Report

Minutes from the February 23, 2012 and April 24, 2012 board meetings were approved. (Motion made by Gieryn, 2nd by Teynor).

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Office Hours:

8:00 a.m. - 5:00 p.m. Monday - Friday

TREASURER'S REPORT

The Chapter funds as of 8/31/12 are:

Primary Checking Account:	\$24,671.50
Money Market Account:	\$20,407.87
CD Account:	\$7,922.07
Advocacy Fund:	\$0
Total funds balance:	\$53,001.44

BOARD MEETING MINUTES

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Treasurer's Report

Approval of Financials - The financials for April 30, 2012 were reviewed and approved. (Motion made by Dodson, 2nd by Teynor). Ryan Gieryn discussed the financials and indicated that the chapter has been preserving funds and we therefore have generally stayed within the budget.

2012 Education Calendar

Ryan Gieryn presented Katie Thompson's education report. Key points include:

- Appraisal Review Seminar in Madison was successful with 32 students in attendance. Instructors Steve Stiloski and Bill Sirny taught the course for free to generate proceeds for the LDAC fund. Over \$1,400 was made at this seminar. Thank you to Stiloski and Sirny for their generosity.
- Bill Sirny has tentatively agreed to teach the New Appraisal Review seminar in 2013.
- Condemnation Symposium brought in 80 attendees and made \$3,758.
- Advanced Income taught by Kerry Jorgensen of Utah is scheduled for September 17th - 21st.
- Katie is working on bringing Nancy Wuenne from WDA to give a presentation on loss prevention.
- Suggestions for future educational offerings include: the Litigation Professional Development Series (The Appraiser as an Expert Witness: Preparation and Testimony, Litigation Appraising: Specialized Topics and Applications, and Condemnation Appraising: Principles and Applications), Rural Land seminars such as conservation easements (possibly partnered with the American Society of Farm Managers and Rural Appraisers), and Federal Land Acquisition - Yellow Book.

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BOARD MEETING MINUTES

(Continued from Page 3)

- In addition, it was suggested that the Chapter may have Joe Magdziarz teach a future offering of the two day Fundamentals of Separating Real Property, Personal Property, and Intangible Business Assets seminar. Feedback from attendees of the March WCAI offering of this seminar indicated that the material was not up to typical Appraisal Institute quality. Given the course is required for appraisers working with the SBA, there have been a few requests for this course to be brought back to WCAI especially because the course is currently not available online. As the course gets fine tuned, this may be an offering WCAI would want to bring on board again in 2013.

Sherryl Andrus noted that no one seems to be offering the Yellow Book course so this may be a good opportunity for the Chapter. Both Bruce Closser and Sherryl Andrus teach the Yellow Book course.

Presentation of MAI Certificate

Steve Lauenstein presented the MAI Certificate to Jason Teynor. Congratulations to Jason on his significant achievement!

Based on the number of MAIs coming on board this year, the Chapter would like to have an end of year celebration to acknowledge these individuals.

LDAC Attendees

In May 2012, Dominic Landretti, Katie Thompson, and Hank Schneider all attended LDAC in Washington D.C. On behalf of the group, Landretti gave thanks for the opportunity to represent WCAI and be part of this event which is a great volunteer opportunity that allows appraisers to be more active on the chapter level and beyond. As part of the LDAC experience, the group attended several break-out sessions with associate and designated members from throughout the Appraisal Institute footprint. Various topics included: technology, setting the path for designation, appraisal degrees at the college level, comparing AI member work vs. non-member work, diversifying the SRA designation, and diversifying appraisal work to move away from the mortgage world. Lobbying is another key component of the LDAC experience. Through lobbying, the group had the opportunity to show an appraiser presence and convey the importance of appraisals and the professionalism of Appraisal Institute by meeting with the staff of Kohl and Sensenbrenner.

Legislative Advocacy

Sherryl Andrus and Steve Lauenstein attended the May 9, 2012 Appraisal Board meeting in Madison to support proposed legislation and to ask for the board's support of the legislation.

- Andrus spoke briefly and the Appraisal Board was responsive to Scott DiBiasio's recommendations/suggestions.

- For now, Andrus will get in touch with Mary Reavey of the City of Milwaukee Assessor's Office to show our support for mandatory licensing. Reavey is looking to present a mandatory licensing bill in the future. As previously noted, realtors want to exempt themselves from any mandatory licensing requirements.
- AMC legislation was presented by a group of approximately 30 appraisers. This bill was based on the AI model bill from 2010 but was missing some 2011 AI model bill information. Andrus will work on obtaining a copy of the new AMC bill. It may be advantageous to try to make changes now prior to the bill going to legislature.
- Andrus highly encouraged WCAI to support the Wisconsin Coalition of Appraisers and asked that WCAI's Legislative Funds be provided to the coalition. The point of the coalition is to bring appraisers together with one focused goal and to strengthen the appraisal profession's legislative voice. Annual membership for the Wisconsin Coalition of Appraisers is \$100. The coalition group is now incorporated, bylaws are accepted, and officers need to be elected. Sixteen people are currently members and the goal is to solicit new members. The group is also in need of volunteers for those that may be interested.

Old/New Business

Relating to the disbursement of Legislative/Advocacy Funds, the board was required to ratify the previous email vote to release these funds to Sherryl Andrus to utilize for the Wisconsin Coalition of Appraisers. (Motion made by Gieryn, 2nd by Teynor).

Angie Kwasny is working on finalizing future Catch a Drink gatherings. An email will be sent soon with any event details.

Adjournment

At 6:08 pm the meeting adjourned. (Motion made by Teynor, 2nd by Gieryn).

Respectfully Submitted,
Cheryl A. Dodson
Secretary, Wisconsin Chapter of the Appraisal Institute



2012-2013 EDUCATIONAL OFFERINGS

The Wisconsin Chapter will be hosting the *Advanced Income Capitalization* course September 17-21st, 2012 taught by Kerry Jorgensen, MAI out of Utah. December 12th, Attorney Ted Whitmer, MAI, CCIM will present his 7 hour seminar *Attacking and Defending An Appraisal In Litigation*. We will wrap up 2012 with our annual *Year-In-Review Symposium*.

We are in the planning process for 2013 classes which we hope will include:

- *Condemnation Symposium (May 16th)*
- *Common Problems in Valuation for the Internal Revenue Service*
- *USPAP Update*
- *Uniform Appraisal Standards for Federal Land Acquisition (Yellow Book)*
- *Market Studies - Site to do business*
- *Basic Appraisal Principles*
- *Basic Appraisal Procedures*

In addition, we are looking at a loss prevention seminar which will provide vital information on the most common allegations made against appraisers, and recommends steps for an effective defense. Attendees insured with LIA will receive a discount on their E&O insurance premium.

We will be offering the first part of a three part litigation series: *The Appraiser as an Expert Witness: Preparation and Testimony*. Successful completion of all three classes of this new Professional Development Program will get you automatically listed in the AI Registry.

If you have questions or ideas for future classes please contact the Education Chair, Katie Thompson at kpthompson@charter.net.

2012 UPCOMING COURSES & SEMINARS

For more information on each offering and TO REGISTER, please go to:

<http://www.appraisalinstitute.org/education/Wisconsin>

Date	Course/Seminar
Sep 17-21, 2012	Advanced Income Capitalization (35 Hours)
December 12, 2012	Attacking and Defending an Appraisal in Litigation (7 Hour)
TBD	Year-In-Review Symposium

All seminars/courses will be offered at WCAI's facility located at:
11801 W. Silver Spring Drive, Suite 200
Milwaukee, WI 53225
(Unless otherwise noted.)

QUESTIONS?

Please call the WCAI office at (414) 271-6858 or visit www.wisai.com.

Specific dates and locations will be published as they become available.



Online Education:
Learn at your own pace anytime, anywhere.
Visit appraisalinstitute.org/online for a list of classes!



Online Education: Learn at your own pace anytime, anywhere, http://www.appraisalinstitute.org/education/online_education.aspx.

Top-notch Appraisal Institute courses and seminars come straight to your desktop with online education! Learn from any computer anywhere, whenever you have time. It's easy, convenient and a great way to get the education you want. Check out the current course listing now!

THE TRUTH ABOUT FDIC, BANKS & APPRAISERS; OR HOW TO ROB A BANK WITHOUT GETTING CAUGHT

I attended the Appraisal Institute's AI Connect (the annual convention) in San Diego from August 1st to August 3rd. The event was held in a beautiful location, featured interesting educational opportunities, and created many opportunities to expand your business. If you've never had a chance to attend the Appraisal Institute's annual convention I highly recommend it.

While at the convention I was able to listen to some entertaining and informative speakers. Captain Charlie Plumb was particularly motivating. I won't go into Charlie's story but the next time you're bogged down in appraisals just remember you aren't spending 2,103 days in an 8 foot by 8 foot North Vietnamese prison cell (although it may feel like it).

Dylan Taylor the chief executive officer of USA Colliers also had an interesting take on the appraisal industry. Mr. Taylor predicts that because they lack the economies of scale of larger firms mid-market firms will fade away. According to Mr. Taylor the future of the general appraiser is in a large, full-service, real estate company such as Colliers, Cushman-Wakefield, and CBRE (the Big C's). Mr. Taylor thinks that the Big C's will continue to erode the business models of mid-market appraisal firms due to their access to proprietary data and complementary real estate professionals when appraising commercial properties. Mr. Taylor recommends specializing in a particular area of appraisal and become a boutique appraisal firm serving a particular niche. I think Graaskamp called that creating channelized demand by exploiting imperfections in the market.

The least effective speaker I heard was Floyd Robinson. Mr. Robinson is the assistant general counsel for the FDIC in its Professional Liability and Financial Crimes Section. Mr. Robinson spoke for about half an hour and it seemed his main themes were to minimize our current situation and admonish appraisers to stand up to banks and "do the right thing".

As part of his presentation Mr. Robinson produced a graph that minimized the impact of the current financial crisis. I pointed out that the problem with the graph is that he was lumping together the recession, bank deregulation, and high interest rate environment of the late 1970s and early 1980s (http://en.wikipedia.org/wiki/Early_1980s_recession) along with the results of the Tax Reform Act of 1986 (http://en.wikipedia.org/wiki/Savings_and_loan_crisis#Tax_Refor

[m Act of 1986](http://en.wikipedia.org/wiki/Savings_and_loan_crisis)) and the Savings & Loan crises (http://en.wikipedia.org/wiki/Savings_and_loan_crisis). You can parse the numbers different ways and attribute some bank failures to one event or another but the reality is that the first crises from 1979 to 1986 resulted in 780 bank failures. The second crises from 1987 to 1989 resulted in 732 bank failures and the last crises from 1990 to 1995 resulted in 907 bank failures (<http://www.dave-manuel.com/history-of-bank-failures-in-the-united-states.php>). That amounts to 2,409 bank failures at a cost to the taxpayer of about \$200 billion. An important number to be aware of is that these events resulted in over 1,000 felony convictions against top bank officials.

Currently we stand at 461 bank failures (2007 to present). The troubled asset relief program (TARP) amounted to a \$700 billion dollar taxpayer bailout of banks but according to a team at Bloomberg News, at one point the U.S. has lent, spent or guaranteed as much as \$12.8 trillion to rescue the economy. The current number of troubled banks stands at 1,343 (<http://covertress.blogspot.com/2012/03/fdic-bank-watch-list-2012.html>) although some put the number of troubled banks over 2,000. All of this and we are four years into the current crisis and there have been virtually NO CONVICTIONS!

I questioned Mr. Robinson on FDIC's strategy to use deferred prosecutions or suing the bank's directors and officer's insurance (D&O). A deferred prosecution amounts to saying "don't do that anymore and we won't prosecute and by the way you should pay a fine and reduce your salary." Mr. Robinson had little to say but the results speak for themselves. I don't know about you but following those two methods of enforcement do not represent any deterrent to what was essentially criminal fraud and wrongdoing by banks on epic scale.

So, the FDIC is not pursuing criminal convictions because their regulators (following the Greenspan doctrine) did not do their jobs and compile evidence of wrong-doing. Without evidence you can't convict. By the way, the Greenspan doctrine is the view that modern, technologically advanced financial markets are best left to police themselves - a doctrine that Greenspan himself no longer believes (<http://blogs.wsj.com/economics/2009/02/17/greenspan-vs-the-greenspan-doctrine>).

In case you were wondering, I also asked Mr. Robinson if FDIC would seek prosecutions of bank CEOs and CFOs under Sarbanes-Oxley (<http://www.law.cornell.edu/uscode/text/18/1350>) where those officials are subject to criminal and civil penalties for signing false financial statements. Mr. Robinson implied that banks were caught in an unprecedented wave of real estate failure and foreclosure that no one could have foreseen (although some did <http://www.mobilitytechzone.com/news/2007/02/27/2371266.htm>) and therefore bank CEOs and CFOs cannot be faulted for certifying over-optimistic financial statements.

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While I had the microphone, and Mr. Robinson's attention, I clued him in to the typical appraisal firm's business model. Appraiser's that derive their business from banks satisfy artificial demand created by regulation. Banks, brokers, buyers, and sellers generally don't want an appraiser involved in the transaction. Appraisers are viewed as another risk and an impediment to the deal. If regulators do not enforce high standards for appraisals then appraisers are forced to compete on price. When an appraiser is forced to compete only on price then their work becomes a commodity and Gresham's law takes over. Gresham's law holds that bad appraisers will drive out good appraisers if all they compete on is price. The result is bad loans made by criminal bankers to criminal real estate developers.

So here is the risk free way of getting rich according to the FDIC.

1. Get some friends together and start a bank (\$10 - \$20 million - don't worry you'll get this back the first two years).
2. Make a bunch of high risk real estate loans to projects that have a limited potential for success but will generate a bunch of fees and other income.
3. Take on a bunch of debt so you can keep doing step 2.
4. Pay yourself well and don't forget bonuses and perks like a boat, and a summer home, and whatever else you want.
5. If the real estate projects are a success so are you but if they aren't, it's no big deal. Why? Because you've been paid well, you've got your stuff and had some fun, and the taxpayer will clean-up the mess and you won't go to jail.

This isn't entirely my recipe. I owe a big debt to William Black and his book "The Best Way to Rob a Bank is to Own One." I just confirmed it with an attorney at FDIC.

The Federal Deposit Insurance Corporation (FDIC) is an independent agency created by the Congress to maintain stability and public confidence in the nation's financial system by: insuring deposits, examining and supervising financial institutions for safety and soundness and consumer protection, and managing receiverships. What I've witnessed the last few years has made question the soundness of our financial system. I don't advocate more regulation. I advocate strong enforcement of the regulations we have in place and the separation of commercial banks from investment banks. Remember there are about 1,300 troubled banks out there that are benefitting from an artificially low interest rate environment. Thanks to global economic and political distress the United States is still viewed as a safe haven for the rest of the world which, along with quantitative easing, has maintained low interest rates. If the economy slides into recession in 2013 and

beyond we will experience part two of what has been called "The Great Recession." Another recession will cause another wave of bank failures. I think we as a nation are tired of bailouts and I don't know if we have the financial wherewithal to deal with another crisis on the scale of another 500 bank failures.

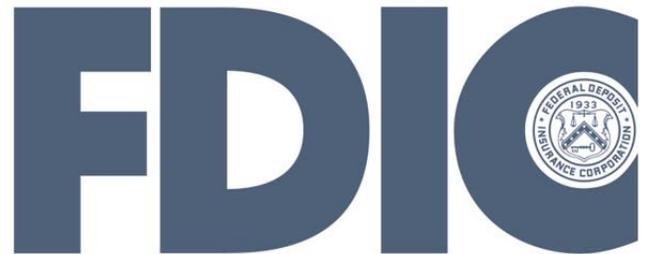
On a more pleasant note I'd like to share several websites that may generate some additional income for your business. I learned of these websites while attending the session entitled "What You Need to Know to Market Appraisal Services to Attorneys" at the annual convention. The websites include:

1. Turnaround Management Association - <http://www.turn-around.org/> - This organization provides an opportunity for appraisers to connect with professionals involved with turning companies around and making them profitable again.
2. Martindale - <http://community.martindale.com/> - This is a database where an appraiser can search for attorneys specializing in real estate.
3. Jurispro- <http://www.jurispro.com/> - This is a website where attorneys look for expert witnesses.
4. American Bankruptcy Institute - <http://www.abiworld.org/> - This is another organization that hires appraisers.

I hope the foregoing websites help you market your business.

Finally, I'd like to thank Jason Teynor, MAI and Detlef Weiler, MAI for their participation at the annual convention on behalf of the Wisconsin chapter. Both Jason and Detlef put in a lot of personal time to help build our organization and they were there to witness me winning an iPad2.

Steve Stiloski, MAI, CCIM, MRICS



CANDIDATE FOR DESIGNATION PROGRAM

I recently had the privilege of representing the Wisconsin Chapter of the Appraisal Institute at the AI Connect annual meeting from August 1-3 in San Diego, CA. Much of my time in San Diego was spent attending chapter leadership training, which included topics such as chapter governance, chapter finance, member recruitment and retention, and chapter education. However, I believe the most important topic that was discussed at the annual meeting was the new Candidate for Designation program that is due to be fully implemented on January 1, 2013.

In September 2010, the AI Board of Directors announced a new strategic vision that will move the Appraisal Institute from a professional association business model to a professional society business model by 2016. The Candidate for Designation program is a key part of this new strategic vision, which will emphasize designated members and those seeking to become designated.

What is the Candidate for Designation program? Well, as of January 1, 2013 the Appraisal Institute will no longer offer "Associate" membership or "Aspiring Associate" (trainee) membership. Instead, the Appraisal Institute will be comprised of four types of members or affiliates. Those include:

1. Designated Members
2. Candidates for Designation
3. Practicing Affiliates (practicing appraisers not currently on a path for designation) and
4. Affiliates (non-practicing - i.e. real estate attorneys, professors, etc.)

Who should enroll? Between now and December 31, 2012, all current State Certified Associate Members of the Appraisal Institute will need to make a choice to become either a Candidate (pursuing designated membership) or Practicing Affiliate (not pursuing designated membership).

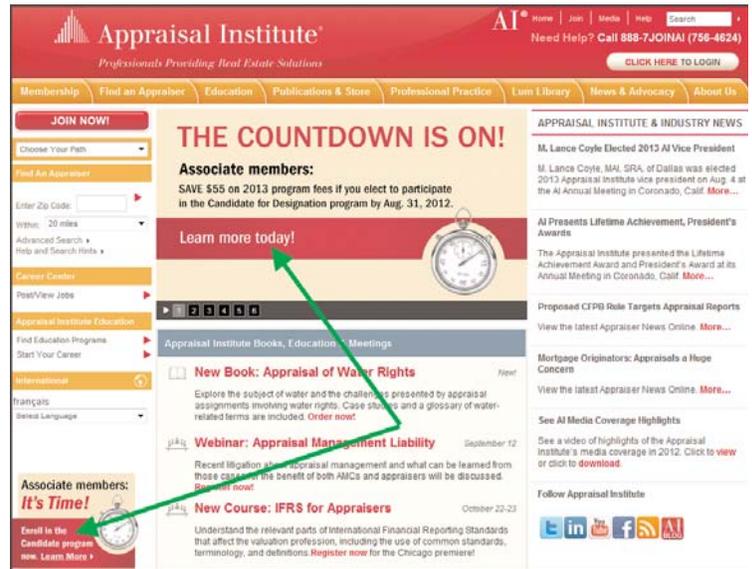
Why sign up? As of January 1, 2013 only Candidates will be eligible to take the comprehensive exam, complete the demonstration appraisal report and obtain credit for their experience requirements. Candidates will also be given a structured timeline to obtain their designation, which will range from 1 to 4 years depending how far along the designation path each individual is. The overall goal is to get Candidates designated within 4 years.

Advisors. Each Candidate will be paired up with a personal Advisor, who will be a designated member. The intent of the advisor program is to have a designated member "check in" with each Candidate on a regular basis and offer them advice and encouragement to help keep them on track as the Candidate pursues either the MAI or SRA designation.

Program Fees: As of January 1, 2013, Candidates and Affiliates will

no longer pay "dues". Instead, Candidates will pay an annual "program fee" of \$450. Practicing Affiliates will pay an annual program fee of \$330 and non-practicing Affiliates will pay a program fee of \$210.

How do I sign up? The Appraisal Institute has made enrolling in the Candidate for Designation program exceptionally easy. All members have to do is go to <http://www.appraisalinstitute.org> and click on either of the two places seen below:



Now I would encourage anyone reading this article to go to <http://www.appraisalinstitute.org> and click on the "learn more today" link to get answers to all of your questions and SIGN UP as a Candidate for Designation or as a Practicing Affiliate. One thing that I can't stress enough is that if you are not currently ready to enter the Candidate for Designation program you should still sign up as a Practicing Affiliate ASAP because after January 1, 2013 any new people who join the Appraisal Institute as a Practicing Affiliate will be given ONE YEAR to either enter the Candidate for Designation program or leave the organization. Only current Associate Members who sign up as Practicing Affiliates before December 31, 2012 will be allowed to continue as Practicing Affiliates for more than one year without being required to either enter the Candidate for Designation or drop out.

Finally, please note that no payment is due when you sign up as either a Candidate for Designation or as a Practicing Affiliate. Program fees will be due January 1, 2013 and bills will go out in December just like member dues have in prior years. All that is needed now is for current Associate Members to go to the Appraisal Institute website and make a choice to become either a Candidate for Designation or a Practicing Affiliate.

Cordially,
Jason Teynor, MAI

CONGRATULATIONS!



Stephen Lauenstein, MAI, Chapter President, presents Ryan A. Gieryn with the MAI designation at the August social event held in Middleton.

*Ryan A. Gieryn, Mark E. Letscher, Dominic Landretti, Jeffery G. Smyth, SRA and Jason J. Teynor all recently obtained their MAI designations. **Congratulations to the class of 2012!***



Rick Borges, incoming president of AI, congratulates Jason Teynor on his recent MAI designation.

JOB OPPORTUNITY

COMMERCIAL REAL ESTATE APPRAISER - MILWAUKEE

Vitale Realty Advisors, LLC (VRA), an established commercial real estate appraisal firm with an emphasis on quality work, is looking to expand its professional appraisal staff. Based in Brookfield, most of VRA's assignments are concentrated in southeastern Wisconsin with some work around the state. We have a great team of qualified appraisers who regularly handle complex appraisal assignments on a variety of property types. The right candidate will be serious about a career in appraisal and have the following attributes:

- Bachelor's degree, preferably in business
- Strong writing, communication and analytical skills critical
- Proficient in Word and Excel
- Tech savvy a positive; real IT skills a big bonus
- Positive, unselfish attitude

We encourage professional development to achieve the MAI designation from the Appraisal Institute. Will consider new and experienced candidates. VRA offers a competitive compensation package, training and a comfortable work environment. Confidentially submit resume to S. Steven Vitale, MAI at steve@vitaleappraisal.com or call 262-782-7990.



ADVERTISING OPPORTUNITIES AVAILABLE

The Wisconsin Chapter of the Appraisal Institute (WCAI) is proud to offer advertising opportunities in its newsletter and website. To sign up to advertise, please fill out the form below.

If you have any questions regarding advertising, please call the WCAI office at 414-271-6858.

AD SIZES	1 Issue	2 Issues	3 Issues	4 Issues
A. Business Card	\$50 / \$75	\$45 / \$70	\$40 / \$65	\$35 / \$60
B. 1/4 Page	\$85 / \$125	\$80 / \$120	\$75 / \$115	\$70 / \$110
C. 1/2 Page	\$125 / \$175	\$120 / \$170	\$115 / \$165	\$110 / \$160
D. Full Page	\$225 / \$300	\$215 / \$290	\$205 / \$280	\$190 / \$265
E. Inside Front Cover	\$325 / \$425	\$310 / \$410	\$295 / \$395	\$280 / \$380
F. Inside Back Cover	\$325 / \$425	\$310 / \$410	\$295 / \$395	\$280 / \$380
F. Back Cover (1/2 pg)	\$375 / \$475	\$360 / \$460	\$345 / \$445	\$330 / \$430
G. Website*	\$175 / \$225	\$250 / \$350	\$300 / \$400	\$325 / \$425

*Price per issue decreases for each additional issue you advertise in First number indicates member rate, second number indicates non-member rate.
Per Quarter (For Website)

Confirm your selection by e-mailing a .jpeg/.tif/.pdf/or .eps file to Heather Westgor at heather@wamllc.net and mail your advertising fee and order form to WCAI, 11801 W. Silver Spring Dr., Ste 200, Milwaukee, WI 53225.

ORDER FORM

Circle Issue(s): January April July October Website

Ad Size: _____

Calculate your total: \$ _____
(Multiply price per issue x number of issues)

Contact Information

Company: _____

Name: _____

Address: _____

City, State, ZIP: _____

Phone:(____) _____ Fax:(____) _____

E-mail: _____



Associate Membership Application

Return to:

Return completed application to Appraisal Institute, 200 W. Madison, Suite 1500, Chicago, Illinois 60606; fax to 312-335-4146.
 Questions? Contact the AI Service Center at 888-7JOINAI or email aiservice@appraisalinstitute.org.

Category

Associate Membership is open to individuals who are performing work identified by the Standards of Professional Appraisal Practice.

I am applying for (choose one):

- General Associate Membership – not pursuing designation
- Residential Associate Membership – not pursuing designation
- General Associate Membership – pursuing MAI designation
- Residential Associate Membership – pursuing SRA designation
- Dual Associate Membership – pursuing both MAI and SRA designations

Please indicate your appraisal licensure status (choose one):

- General Certified Appraiser
- Residential Certified Appraiser
- Licensed Appraiser
- no appraisal license

State of licensure: _____ License number: _____ License expiration date: _____

For individuals who hold a trainee or equivalent license or are seeking such a license, please see the application for Trainee Associate Membership.

Please indicate your previous membership status:

- I am a new applicant to the Appraisal Institute
- I was previously a Designated member, Associate member, or Candidate with the Appraisal Institute or one of its predecessor organizations.

Per the membership Regulations, prior Associate members (including Trainee Associate members) seeking readmission must meet the Standards and Ethics requirements within the four (4) years prior to applying for readmission. Please indicate the date you have met BOTH portions of the requirement:

- Must provide proof of your most current [USPAP](#) completion certificate - Date Completed: _____
- Complete the Appraisal Institute [Business Practices and Ethics](#) course - Date Completed: _____

- I am currently an Appraisal Institute Designated or Associate member applying for dual membership. Member number: _____

Were you recruited by an Appraisal Institute member:

- No
- Yes – Recruiter's name: _____
 Recruiter's phone number: _____

2012 Membership Dues

Membership will be come effective upon receipt of dues payment and acceptance into membership. Membership dues for Associate Members are \$330. Members joining between February and November have prorated dues. Members joining after November will be charged the full dues amount for the upcoming year. *Once remitted, membership dues are non-refundable.*

Chapter: Wisconsin

National Dues \$302.50 (Pro-Rated)

Total Amount \$302.50

Dues Payment Method

- Check
- VISA
- MasterCard
- American Express

Card Number _____ Expiration Date _____

Signature _____

- YES, I would like to go paperless and receive future dues invoices via email**

Identification

Mr./Ms.

Last _____ First _____ Middle Initial _____

Maiden Name _____ Date of Birth _____

Home Address _____ City/State/Zip _____

Company Name _____ Title _____

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Business Address		City/State/Zip	
Home Phone		Business Phone	
Fax		E-mail	
Preferred Mailing Address		<input type="checkbox"/> Home	<input type="checkbox"/> Business
How did you hear about us?		<input type="checkbox"/> Education Program	<input type="checkbox"/> Mailing/email
		<input type="checkbox"/> <i>www.appraisalinstitute.org</i>	<input type="checkbox"/> Local Chapter
		<input type="checkbox"/> Appraisal Institute Publication	<input type="checkbox"/> Other: _____

Good Moral Character

All Members of the Appraisal Institute must have good moral character, which is honesty, truthfulness, and respect for the law. Please answer the following questions:

Are you currently the subject of a pending criminal proceeding, or have you ever been convicted of any criminal offense, either misdemeanor or felony? Yes No

Are you currently the subject of any regulatory proceedings, or have you ever been disciplined, or had a license, certification, or registration suspended, revoked, or denied by a regulatory agency? Yes No

Are you currently the subject of a civil proceeding in which you are alleged to have acted or failed to act in a manner reflecting negatively on your honesty, truthfulness, or respect for the law, or have you ever been the subject of a civil proceeding in which a finding has been made that reflects negatively on your honesty, truthfulness, or respect for the law? Yes No

If the answer to any of the above questions is "Yes," please attach a full description and copies of the official documents setting forth the allegations (e.g., indictment, complaint) and the results of the proceedings (e.g., judgment, decision).

Agreements of the Applicant

I hereby apply for admission to Associate Membership in the Appraisal Institute. In making this application and in consideration of review of my application:

- | | |
|--|--|
| <ol style="list-style-type: none"> 1. I agree to abide by the Appraisal Institute Bylaws, Regulations, Standards of Professional Appraisal Practice, and Code of Professional Ethics, now and as they may be amended in the future, as well as such policies and procedures as the Appraisal Institute may promulgate from time to time. I understand that the Appraisal Institute's Regulation No. 1 and the MAI Procedure Manual set forth requirements and procedures relating to admission to General Associate Membership and MAI Membership, and that the Appraisal Institute's Regulation No. 2 and SRA Procedure Manual set forth requirements and procedures relating to admission to Residential Associate Membership and SRA Membership. 2. I agree to immediately disclose to the Associate and Affiliate Member Services Department any circumstances and events occurring after the date of submission of this application that may have a bearing on my moral character. 3. I understand and agree that if I am convicted on or after the date of this application of a crime committed prior to this application, I will be subject to discipline pursuant to the Appraisal Institute's Regulations. 4. I understand and agree that the Appraisal Institute may investigate my moral character and I consent to such investigation. 5. I understand that if I was subject to any pending peer review proceedings when any previous candidacy, affiliation, or membership with the Appraisal Institute or its predecessor organizations ended, these proceedings may be reopened if I am readmitted or admitted to associate membership. 6. I understand and agree that if my application for admission to Associate Membership in the Appraisal Institute is approved: | <ol style="list-style-type: none"> a. I will become an Associate Member of the Appraisal Institute. b. I will only refer to myself, both orally and in writing, as an "Associate Member" of the Appraisal Institute, which term is not a professional designation and may not be abbreviated. c. I will use the title "Associate Member" only in conjunction with my name and not in connection with the name, logo, or signature or any firm, partnership, or corporation. d. If I refer improperly to my membership, I may be subject to disciplinary proceedings conducted pursuant to the Appraisal Institute's Regulation No. 6. <ol style="list-style-type: none"> 7. I IRREVOCABLY WAIVE ANY CLAIM OR CAUSE OF ACTION AT LAW OR EQUITY THAT I MIGHT HAVE AT ANY TIME AGAINST THE APPRAISAL INSTITUTE, ITS BOARD OF DIRECTORS, OFFICERS, COMMITTEE MEMBERS, CHAPTER MEMBERS, EMPLOYEES, MEMBERS OR OTHER PERSONS COOPERATING WITH THE APPRAISAL INSTITUTE, EITHER AS A GROUP OR AS INDIVIDUALS, FOR ANY ACT OR FAILURE TO ACT IN CONNECTION WITH THE BUSINESS OF THE APPRAISAL INSTITUTE AND PARTICULARLY AS TO ACTS IN CONNECTION WITH: (1) DENYING THIS APPLICATION FOR ASSOCIATE MEMBERSHIP; (2) DENYING ME CREDIT FOR ONE OR MORE DESIGNATION REQUIREMENTS; AND (3) CONDUCTING PEER REVIEW PROCEEDINGS, INCLUDING BUT NOT LIMITED TO THE TAKING OF DISCIPLINARY ACTION AGAINST ME. 8. I represent and certify that, to the best of my knowledge and belief, all the information contained on this application is true and accurate. I understand and agree that if I have made any false statements, submitted false information, or failed to fully disclose information requested in this application I will be subject to discipline pursuant to the Appraisal Institute Regulations. |
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Signature	Date	Promotion Code
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Upon acceptance to Associate membership, confirmation will be sent via email. Please allow 5-10 business days for processing of completed application.
 Note: Upon acceptance to Associate membership, an appropriate portion of your national Associate Member dues will be allotted to your yearly subscriptions to Appraisal Institute publications. Dues are not considered charitable contributions for federal income tax purposes; however, they may be deductible by Associate members as an ordinary and necessary business expense.
Nondiscrimination Policy
 The Appraisal Institute advocates equal opportunity and nondiscrimination in the appraisal profession and conducts its activities in accordance with applicable federal, state and local laws.