

The Approach



2nd Quarter Florida Gulf Coast Chapter Meeting Cigar City Brewing, Tampa - May 5, 2022

When: Thursday, May 5, 2022
Where: [Cigar City Brewing, Tampa, FL](#)
3924 West Spruce Street



Schedule: 3:00 PM - 5:00 PM (EST) - Seminar
5:00 PM - 6:00 PM - Social
6:00 PM - 7:00 PM - Dinner/Elections/Chapter Meeting

Seminar and Chapter Meeting Program:

Appraisal Review Involving Appraisals with Multiple Appraisers

Seminar Description: The 2-Hour session will commence with a brief overview discussion on the general topic of Appraisal Review, followed by focusing on real property appraisal review assignments involving appraisals by multiple appraisers.

The interactive presentation will then provide two or three actual case studies, veiled from any specific identifying details, about unique examples of the use of appraisal reviews involving appraisals by multiple appraisers to enhance the understanding of valuation professional roles and responsibilities, in addition to those of clients, intended users, and others.

This seminar was developed by Richard Borges, MAI, SRA, AI-GRS, AI-RRS. It is approved for 2 hours of Florida CE credit in addition to 10 AI CE points.

Chapter Meeting: The 2nd Q Chapter Dinner Buffet Meeting (includes 2 drink tickets) will be held immediately after the seminar. Sign up today.

[REGISTER HERE](#)

The **2022 Nominating Committee**, chaired by immediate past president, Brian Zamorski, MAI has submitted their report which is included in this newsletter. The chapter membership in attendance at the 2nd Q chapter meeting on May 5th will vote to elect the 2023 chapter leadership. We hope to see you there.



[2022 Officers & Directors](#)

President

Patricia Staebler, SRA

Vice President

Timothy Sunyog, MAI

Treasurer

Michael Twitty, MAI

Secretary

Matt Terry, SRA

Directors

John Fabian, MAI

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Brad Saucier, MAI

Dan Brown, SRA

Justin Butler, MAI

Joy Thomas, MAI

Susanne Timmons, SRA

Victor Torres, MAI

Josh Sicard, MAI

Brian Zamorski, MAI (Ex Officio)

[Region X Representatives](#)

Michael Cliggitt, MAI

Michael Jonas, MAI

James "Matt" Terry, SRA

Julie Battaglia, MAI

Rachel Zucchi, MAI

Tim Sunyog, MAI

Michael Twitty, MAI

Don Saba, SRA

Patricia Staebler, SRA —President

[Committee Chairs](#)

Bylaws: Brad Saucier, MAI

Finance: Mike Twitty, MAI

Guidance: John Miller, MAI

Education: Kevin Hayes, MAI

Govt. Relations: Matt Terry, SRA

Univ. Relations: Bruce Cumming

Public Relations: Brian Zamorski

[Chapter Executive Director](#)

Kourtney Wade

(813) 962-4003

info@gulfcostai.org

[Region X Officers](#)

Elaine Liz-Ramirez, Chair

Reggie Carter, MAI, Vice Chair

Wesley Sanders, MAI, 3rd Director

Lauren Dowling, Region ED



President's Message, Patricia Staebler, SRA



Dear Colleagues,

Two years of Covid gave us a lot of headaches, brought changes to family life and the work place alike. We all learned we can be more flexible and resilient, which is not the only positive thing emerging from Covid; after all it also brought us Zoom! Which we now can use to save meeting time while we work on the next hurdle, the demand for our work in the very bullish real estate market.

After the Surfside condo collapse new regulations are upon us all, Fannie Mae and Freddie Mac are the first two institutions to tighten the lending requirements for condos. It is expected the legislator will follow with several proposed bills, which for now are waiting for the next legislative session. We also have to keep an eye on local building departments who might require 30- or 40-year building re-certification programs, similar to Miami-Dade and Broward counties.

In regard to chapter business, our next chapter meeting is May 5 at the Cigar City Brewery, more details can be found in the newsletter.

The National Conference will be held at the Bellagio Hotel in Las Vegas on August 2-3, 2022. I encourage all of you to consider traveling to Las Vegas. This will be a great event with a variety of educational offerings and also a good opportunity to find out what makes Las Vegas so special.

If you are a Region Rep, pencil in the October 21, 2022 for Puerto Rico, more details to come later in the year.

Make sure to sign up for our seminars throughout the year, we are in a certification year and you don't want to miss the required CEU hours.

I am looking forward to seeing many of you at Cigar City Brewery for our 2nd Quarter Chapter Meeting.

Until then, cheers!

Patricia

Appraisal Institute Has Rejoined TAF as a Sponsor

(Washington, DC) March 31, 2022 – The Appraisal Foundation today announced the Board of Trustees voted to reinstate the Appraisal Institute as an Appraisal Sponsor of The Appraisal Foundation.

"I am pleased the Appraisal Institute is rejoining The Appraisal Foundation as a Sponsor," said The Appraisal Foundation President Dave Bunton. "Our organizations share a commitment to protecting the public trust in the appraisal profession, and I look forward to our renewed partnership. The Appraisal Foundation's work would not be possible without our Sponsors. I thank all of them for their continued guidance and support of the Foundation."

"The Appraisal Institute is very pleased to rejoin TAF as a Sponsor during this exciting and challenging time for the valuation profession," said Appraisal Institute President Jody Bishop, MAI, SRA, AI-GRS. "Returning as a Sponsor allows our organization to immediately strengthen its ongoing collaboration with TAF in recent years and to amplify our joint efforts with other key stakeholders now and for years to come."

The Appraisal Foundation now has fifteen Sponsors, including the Appraisal Institute. These Sponsors provide professional input to the Foundation's Board of Trustees and the two technical boards charged with maintaining the standards and qualifications of the appraisal profession.

2022 Nominating Committee Report – Florida Gulf Coast Chapter

The following slate of nominees for 2023 Chapter Leadership has been submitted by this year's nominating committee. Election will be held at the May 5th chapter meeting at Cigar City Brewing in Tampa.

Prepared By:

Brian Zamorski, MAI
Ray Carroll, MAI
Brent Scott, MAI
Julie Battaglia, MAI
Michael Jonas, MAI



Region Representative:

2021-2024

Mike Twitty, MAI

2020-2023

James "Matt" Terry, SRA

2023-2026

Ned Palmer, MAI

Byron Torres, MAI

Victor Torres, MAI

John Miller, MAI

Devon Carter, MAI

Kenneth (K.C.) Lowry, MAI

Slate of Officers for 2023:

President: Timothy Sunyog, MAI

Vice President: Michael Twitty, MAI

Treasurer: James "Matt" Terry, SRA

Secretary: **Justin Butler, MAI**

Immediate Past President: Patricia Staebler, SRA

Board of Directors:

2023-2025

Kevin Hayes, MAI

Kathryn Robinson, MAI

Kenneth (K.C.) Lowry, MAI

2022-2024

Dan Brown, SRA

Josh Sicard, MAI

Joy Thomas, MAI

Susanne Timmons, SRA

Victor Torres, MAI

2021-2023

John Miller, MAI

John Fabian, MAI

Alternate Region Representatives:

Rachel Zucchi, MAI

Kathryn Robinson, MAI

Joy Thomas (Lipsmeyer), MAI

John Fabian, MAI

Justin Butler, MAI

Dan Brown, SRA

Tim O'Neil, SRA

Jennifer Marshall, SRA

Karen Goforth, MAI

Kevin Hayes, MAI

We hope to see our members on May 5th for the 2023 elections!

BE A CHAPTER SPONSOR! Is your company interested in sponsoring a chapter meeting(s) or event?

Sponsorship opportunities are available for our chapter meetings. Contact the chapter office for more details. Sponsorships include recognition in email blasts, website, newsletters in addition to recognition at chapter meetings.

Meeting Sponsorships Available.... [Click Here](#) to Become a Meeting Sponsor Today!

Education, Kevin Hayes, MAI, Chair

We would like to thank everyone that has attended Florida Gulf Coast Chapter sponsored education thus far in 2022. We really appreciate your continued support.

Our next educational opportunity will be May 5th at Cigar City Brewing. Rick Borges, MAI, SRA, AI-GRS, AI-RRS, CRE will be teaching “**Appraisal Review Involving Appraisals with Multiple Appraisers**” from 3-5 pm. This is a once in a lifetime opportunity to get 2 hours of CE, with a past Appraisal Institute President, Instructor to the Stars, part-time Pinellas County resident at a local Craft Brewery! Stay after the workshop for the Quarterly Chapter meeting and elections.



Kevin Hayes, MAI

The Chapter will be offering the 3-hour **Florida Laws & Rules** course Virtual/Synchronous on July 14th & September 22nd. The 7-hour **National USPAP Update** course will be offered Virtual/Synchronous on July 21st & September 15th. We will be offering the **Florida Law** and 7-hour **USPAP** in-person at the Pinellas County Property Appraiser's Office in St. Petersburg on July 28th and 29th. Other opportunities for continuing education, all of which will be Virtual/Synchronous include “**Six Recent Appraiser Lawsuits and the Lessons from Each**” with Peter Christensen, Esq. on May 19th, “**What's Up in Technology for Real Estate Appraisers?**” with R. Wayne Pugh, MAI on June 9th, **Business Practice & Ethics** on June 23rd & October 13th, “**The Paperless Real Estate Appraisal Office**” on August 11th, “**Valuation of Donated Real Estate Including Conservation Easements**” on August 18th, “**Capital Reserve Studies: A Business Opportunity for Appraisers**” on September 8th, “**The 50-Percent FEMA Rule Appraisal**” October 6th and “**Insurance Appraisals – Report Contents and Valuation**” on November 10th. For more detailed information on the aforementioned educational opportunities, please visit the Chapter web-site and save a copy of the Education Schedule in this newsletter.

Please make sure that you register for any courses that you take through our website in order for the chapter to get the proper credit.

Check the website often for any new additions to the education schedule or other chapter news. The Florida Gulf Coast Chapter website can be found at www.gulfcoastai.org.

Questions? Please call the chapter office at (813) 962-4003 or email Kourtney at info@gulfcoastai.org or contact education chair Kevin Hayes with any questions or suggestions. To register for classes: <http://www.gulfcoastai.org>

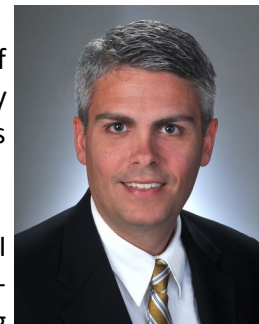


2022 Florida Gulf Coast Chapter Meetings & Other Events

- 2nd Quarter Meeting & Elections - May 5, 2022 (Tampa)
- Region X Joint Meeting, Las Vegas, NV - August 1, 2022
- Region X Meeting, San Juan, Puerto Rico— October 21, 2022
- National Conference, Bellagio Hotel, Las Vegas, NV - August 2—3, 2022
- 3rd Quarter Meeting - August 25, 2022 (Sarasota)
- 4th Quarter Meeting & Installation - November 3, 2022 (Ft. Myers)

Candidate Guidance, John N. Miller, MAI, Chair

I am honored to serve as the new Candidate Guidance Chair for the Gulf Chapter of the Appraisal Institute. Jennifer Marshall, SRA, AI-RRS served in the same capacity for several years and did a great job. Thank you, Jennifer, for all your contributions to the AI and the local Chapter.



I have had an association with the Gulf Coast (formerly West Coast) Chapter since I began my career as a Commercial Real Estate (CRE) Appraiser in 2002. Shortly thereafter, I set a personal goal of earning my Designation as a MAI. While I was taking the necessary core coursework and working as a Fee Appraiser, I had the opportunity to meet many real estate appraisers in the Tampa Bay area, as well as throughout the state of Florida. Some of these individuals were leaders in the business at the time, while others are now leaders in the real estate appraisal business or some other area of the real estate industry.

During my time as a Candidate for Designation, I didn't have an Advisor through the AI, but I did work with several appraisers with extensive experience and knowledge in the valuation of a variety of property types and specializations. I tried to be respectful of their time but when I needed help, these appraisers provided me direction, guidance, and encouragement that allowed me to achieve my goal that became a reality when I earned my Designation in 2015. These mentors were not only a good employer and co-workers, but they remain my friends today. The professional relationships that I established with these appraisers allows me to still feel comfortable picking up the telephone to call them when I have a question or want their opinion.

I attended a Chapter Meeting last year and, while there, I recall speaking with a MAI who indicated that several years ago, the process for becoming Designated wasn't quite the same as it is today. Among other things, (and this person didn't single me out – but I knew I was guilty) MAIs didn't show up to a Chapter meeting like I was dressed at the time, which was what I would consider relatively business-casual – khakis and a button-down shirt (but no Blazer/Sport Coat). If they did, they might not gain acceptance into the AI, which was apparently more Chapter-driven, at that time. In other words, professionalism was important and Designated Members dressed the part and expected those that aspired to obtain their Designation to follow their lead. While I think professionalism goes a lot further than a dress code, I think that former expectation provides a good example of a standard set for the next generation of professional appraisers.

Our industry is fast-paced and many (if not most of us) work on a fee basis, so it is easy to continue to focus only our immediate tasks at hand (appraisal production) and not think about helping others who are new to the industry or are appraisers working towards their Designation – who may simply just need some *direction, guidance, and encouragement*. I recently registered for the Candidate for Designation Advisor Orientation that is offered for free online by the AI. Upon completion, I hope to be selected as an Advisor for a Candidate for Designation. I want to thank all our Designated Members who already serve as an Advisor to the next generation of Designated Members. I encourage other Designated Members to consider becoming an Advisor too. If you have any questions about the process, please feel free to contact me. Good luck to you for the rest of 2022!

2022 Education & Events Schedule

Florida Gulf Coast Chapter



Date	Class/Event/Location & Format	Instructor/Speaker
May 5	2nd Quarter Chapter Meeting & Elections Seminar: NEW —Appraisal Review Involving Appraisals w/Multiple Appraisers (3 CE) (Tampa)	Richard Borges, MAI, SRA
May 19	Six Recent Lawsuits Involving Appraisers & Lessons from Each NEW —Synchronous/Livestream (3 CE)	Peter Christensen, Esquire
June 2 New Date	NEW - Evaluations for Commercial & Residential Appraisers (3 CE) Synchronous/Livestream	George Mann, MAI
June 9	What's Up in Technology for Appraisers (7 CE) Synchronous/Livestream	R. Wayne Pugh, MAI
June 23	Business Practice & Ethics (6 CE) Synchronous/Livestream	Vincent Dowling, MAI
July 14	Florida Appraisal Laws & Rules (3 CE) Synchronous/Livestream	Nicholas Pilz, MAI
July 21	2022-2023 7-Hour USPAP Synchronous/Livestream	Mark Smeltzer, SRA
July 28	2022-2023 7-Hour USPAP (St. Petersburg)	Jennifer Marshall, SRA, AI-RRS
July 29	3-Hour Florida Law & Rules (St. Petersburg)	Kevin Hayes, MAI
August 11	NEW —The Paperless Real Estate Appraisal Office (3 CE) Synchronous/Livestream	Andy Sheppard, MAI
August 18	Valuation of Donated Real Estate Including Conservation Easements Synchronous/Livestream (8 CE)	Panel of IRS Experts
August 25	3rd Quarter Chapter Meeting (Sarasota) Seminar: TBA	
September 8	NEW —Capital Reserve Studies (4 CE) Synchronous/Livestream	Patricia Staebler, SRA
September 15	2022-2023 7- Hour USPAP - Synchronous/Livestream	Jennifer Marshall, SRA, AI-RRS
September 22	Florida Appraisal Laws & Rules (3 CE) - Synchronous/Livestream	Nicholas Pilz, MAI
October 6	The 50% FEMA Rule Appraisal (3 CE) - Synchronous/Livestream	Patricia Staebler, SRA
October 13	Business Practice & Ethics (6 CE) Synchronous/Livestream	Robert Sutte, MAI, SRA
November 3	4th Quarter Chapter Meeting & Installation (Ft. Myers) Seminar: TBA	
November 10	Insurance Appraisals: Report Content & Valuation (3 CE) Synchronous/Livestream	Patricia Staebler, SRA
	Remember—Recertification Deadline is November 30th	

To register for any of the above classes, go to: <http://www.gulfcoastai.org>
 Questions? Call chapter office at (813) 962-4003 or email info@gulfcoastai.org
 Florida Gulf Coast Chapter, P. O. Box 273994, Tampa, FL 33688

Florida Real Estate Appraisal Board Meetings

2022 General FREAB Meetings

- Monday, June 6
- Monday, August 1
- Monday, October 3
- Monday, December 5

The Division of Real Estate is now able to [live stream](#) their meetings. The streaming is not recorded and it has limited space. If you are unable to access the meeting, please try again later as access may become available during the day. If you have connected to the live stream and no longer wish to view the meeting in progress, please be sure to disconnect to allow others to access the live stream. <http://www.myfloridalicense.com/dbpr/re/FREABMeetings.html>. If you wish to have printed materials to reference during the meeting, please visit: www.myfloridalicense.com > *Doing Business with Us* > *Real Estate Division Page* > *Florida Real Estate Appraisal Board* > *Meetings & Workshops*, and print all publicly available materials as early as 7 days before the date of the meeting. The department endeavors to minimize paper usage in all business practices. If you plan to attend for CE credit, you will need to attend the full day. All FREAB Meetings begin at 8:30 a.m. and are held at the Division of Real Estate Commission Chambers in Orlando unless stated otherwise.

State Government Relations, James Terry, SRA, Chair

This year's **VALUEvent** was very scaled back due to COVID, however, we had a few representatives attend in January. Thanks to Sandy Adomatis, SRA, Scott DiBiasio, Elaine Liz-Ramirez, MAI, Wes Sanders, MAI, Al-GRS, Mike Twitty, MAI and Matt Terry, SRA for participating.

End of Florida Legislative Session 2022 Update

Carlos Gobel, MAI, Region X Government Relations Chair

The 2022 session ended in March and we were not able to get our statute of repose language attached to any bill. Eddy Gonzalez, Region X Lobbyist tried to get it into a few that they felt might've worked but were met with resistance. Seems like most legislative members they were working with preferred to see this as a stand alone instead of having it tacked on to an existing proposed bill by amending the language. This legislative session seems highly polarizing with three big issues/items sucking the wind out of it. Two items were educationally related items with one being the teaching of racial topics and history, and the other teaching gender identity/sexual orientation to young children. The third was redistricting. Eddy did tell me that Senator Rodriguez and Representative Fernandez-Barquin were very much open to carrying the bill as a stand alone next session. Eddy mentioned that he will stay connected with members on the issue over the next several months, but that all of them have elections in November and can't file bills until after the election... but he expects to have both sponsors aligned prior to session beginning in March of 2023.

The Governor has called a Special Session (April 19-22) to revisit the Congressional District Maps, but they won't likely have time to address any other matters squeezing Floridians, such as skyrocketing property insurance. However, Senator Brandes is planning to try to force an additional Special Session to address this crisis if the Governor doesn't. The Legislature is able to hold a Special Session by getting 20% of the Legislature to file support for one with the Department of State. If the 20% mark is reached, the department would have 7 days to poll the remainder of the legislature. If three-fifths of both the House and Senate are in support, the Special Session would be held. We'll have to wait and see what happens.



2022 Leadership - Florida Gulf Coast Chapter

The following individuals were elected to serve the position of 2022 officers, directors and regional representatives for the **Florida Gulf Coast Chapter** and were installed at the **4th Q** chapter meeting. Their term began January 1, 2022.

Florida Gulf Coast Chapter - 2022 Officers

President: Patricia Staebler, SRA
Vice President: Timothy Sunyog, MAI
Treasurer: Michael Twitty, MAI
Secretary: James “Matt” Terry, SRA
Ex Officio: Brian Zamorski, MAI

Directors (2022)

Brad Saucier, MAI
 Martin Engelmänn, MAI

Directors (2023)

John Fabian, MAI
 John Miller, MAI

Directors (2024)

Dan Brown, SRA
 Justin Butler, MAI
 Joy Thomas, MAI
 Susanne Timmons, SRA
 Victor Torres, MAI
 Josh Sicard, MAI

Region X Representatives—Florida Gulf Coast

Region Representatives (2022)

Michael Cliggitt, MAI
 Michael Jonas, MAI
 Julie Battaglia, MAI, AI-GRS
 Rachel Zucchi, MAI

Region Representatives (2023)

James “Matt” Terry, SRA

Region Representatives (2024)

Timothy Sunyog, MAI
 Michael Twitty, MAI

Region Representatives (2025)

Don Saba, SRA

Alternate Region Reps - 2022

Justin Butler, MAI
 John Fabian, MAI
 Brian Zamorski, MAI
 Jennifer Marshall, SRA
 Byron Torres, MAI
 Joy Thomas, MAI
 Victor Torres, MAI
 Dan Brown, SRA
 Karen Goforth, MAI
 Tim O’Neil, SRA

2022 Comp Exam Dates

[Click Here](#) for Comp Exam Information

Submit your applications for 2022 exams by deadline dates below :

April 1— 30: Application Deadline—February 20, 2022
 August 1— 31: Application Deadline—June 20, 2022
 November 1— 30: Application Deadline—September 20, 2022

Questions? comp@appraisalinstitute.org
 or call (312) 335-4111

Examinees must take ALL required modules within their chosen 30-day window—transfers and refunds are NOT permitted.

2022 Chapter Committee Chairs:

Candidate Guidance:	John Miller, MAI	Nominating:	Brian Zamorski, MAI
Bylaws:	Brad Saucier, MAI	Programs:	Tim Sunyog, MAI
Education:	Kevin Hayes, MAI	Public Relations:	Brian Zamorski, MAI
Finance:	Michael Twitty, MAI	University Relations:	Bruce Cumming
Government Relations:	Matt Terry, SRA	Newsletter:	Kourtney Wade/Tim Sunyog

Membership Updates – Florida Gulf Coast Chapter

Welcome to the following members to our chapter!

Carolyn Yates, MAI, AI-GRS, Osprey, FL- transferred from Massachusetts
Mark D. Summers, Affiliate, Dade City, FL
Omar Albanil, Student Affiliate, Tampa, FL

Jobs Board

The Department of Environmental Protection, Division of State Lands, is actively recruiting for a Senior Appraiser in their Bureau of Appraisal. Interested applicants should apply through the People First System at the link below.

<https://jobs.myflorida.com/job-invite/557783/>

Commercial Real Estate Analyst—BBG Real Estate Services

Description: The Researcher position requires a self-motivated, driven individual who can complete high quality appraisals in a timely manner with excellent communication skills. The Researcher will work in conjunction with a senior member of the BBG staff to complete appraisal assignments. Day-to-day responsibilities will include research of properties, writing portions of reports, and communicating internally and externally. In addition, the Researcher must be career oriented and have a strong desire to advance in obtaining state licensing and professional designations.

Requirements:

- Excellent written and verbal communication skills.
- Effective research methods.
- Ability to understand and execute complex verbal and written instructions.
- Work and communicate effectively with all other positions within the company.
- Proficiency in Microsoft Word and strong working knowledge of Microsoft Excel and Outlook.
- Experience using databases and ability to master the firm's database with initial in-office training.
- Knowledge of PDF software; knowledge of Nuance is a plus.
- The ability to multi-task accurately is essential.
- Willingness to increase knowledge and skills.

All interested candidates, please reach out to Somer Sanderson ssanderson@bbgres.com.



BBG remains one of the fastest growing appraisal and consulting firms in Florida. Their expansion continues with staffing opportunities in Tampa, Miami, Orlando, Jacksonville and the Southwest Florida offices. We are actively seeking:

- MAI Designated Appraisers
- Senior and Junior Level State-Certified Appraisers
- Full Shop Acquisition Opportunities

Compensation packages are based on level of experience and background. Competitive fee splits are offered to appraisers. BBG offers attractive employee benefit packages including medical, dental, vision, long-term disability and life insurance. In addition, BBG pays Appraisal Institute dues, applicable state licensing fees.

Please forward resumes and inquiries to Eric Hoening, MAI – Managing Director at ehoening@bbgres.com or call 813-327-4101.

Jobs Board, Cont'd.



Tropical Valuation Advisory is looking for **Certified General Appraisers and Trainee Appraisers** for our Tampa office.

Tropical Valuation Advisory, a commercial real estate appraisal firm having been in business for nearly 30 years, is looking to expand our operations. We are a Tampa based firm with staff positions available for experienced appraisers. Remote work opportunities also available.

EDUCATION and EXPERIENCE

- Bachelor's degree (BA/BS) from four-year college or university.
- Currently have a Florida General Appraiser License
- MAI Designation preferred

EXPERIENCE/KNOWLEDGE

- Requires advanced knowledge of financial real estate terms and principles.
- Ability to understand and carry out general instructions in standard situations.
- Ability to solve problems in standard situations.
- Requires intermediate analytical and quantitative skills.

OTHER SKILLS and ABILITIES

- Proficient in Microsoft Word and Excel.
- Excellent written and verbal communication skills.
- 5+ years' experience appraising commercial real estate
- Argus knowledge a plus

Please forward your resume to Chris Shaeffer at chris@tropicalvaluation.com or you can call at 813-343-0907 x225 for any additional information about this opportunity.

Candidate Guidance Updates

General Demonstration Report—Capstone Programs in 2022

St. Louis, MO:	June 20—26
Synchronous	June 20—26
Synchronous	September 12—18
Ft. Lauderdale:	November 14—20
Synchronous:	November 14—20

Why Become a Candidate for Designation:

- Dedicated advisors to help Candidates on their journey to designation
- Program support from your local chapter
- Structured timelines with milestones to help keep you on track

AIERF Scholarships:

Information and submission requirements are available on the [AIERF website](http://www.aierf.org).

Are you interested in developing a 2—3 hour seminar? We are always looking for interesting 2 - 3 hour topics. Please consider developing a continuing education (CE) program that would be beneficial to our appraisers and the industry. Contact Education Chair Kevin Hayes, MAI, if you have a topic of interest.

AI Benefits

Are you taking advantage of the benefits that the Appraisal Institute has to offer?

Designated Members, Candidates for Designation and Affiliates have access to exclusive discounts and an insider connection to exciting Appraisal resources:

- Insurance
- Education
- Business Tools
- Marketing & Publications
- Valcre
- Travel
- AI Services
- Networking & Leadership Development
- Taxbot (Automobile Mileage & Expense Tracking App)
- STDB

[Learn More](#)

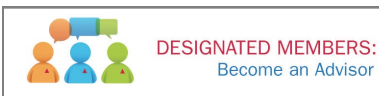
Club Quarters— as part of the Club Quarters network, AI professionals are able to take advantage of savings on hotel costs. You, your family, and friends can enjoy their prime locations and unique services at subsidized rates on weekends and holidays. For reservations and more information, visit Club Quarters and enter the Member ID Appraisal for exclusive rates, go to: <http://clubquarters.com/>.

Valcre—The Appraisal Institute is excited to introduce **Valcre** as a new AI benefit. This innovative and intuitive appraisal technology platform is now available to all Appraisal Institute Professionals at a special AI discount of 10 to 20% off a monthly subscription based on subscription plan package. Learn more at sales@valcre.com.

STBD—Site to do Business is now live. STBD is poised to move towards the future by continuing to provide analysis tools for commercial real estate users and searching for new and innovative products to add to their tool kit.

JurisPro— New benefit. As an AI member, you will receive a \$50 discount to have your qualifications as an appraiser featured to over 800,000 attorneys by listing in the JurisPro Expert Witness Directory.

IREM— The Institute of Real Estate Management has digitally upgraded their income/expense data and is now available for you to access for 20% off.



Become an Advisor! We need designated members to step up and become an advisor. Please consider applying to serve as an Advisor in the Candidate for Designation Program. Once you have applied and are approved as an Advisor, the national office will place you on a list of approved Advisors. We currently have 31 designated members who are approved advisors, however there are only few of these advisors who have remaining slots available. We currently have a total of 62 candidates.

A Candidate may request a particular Advisor or the Appraisal Institute will identify a potential Advisor for the Candidate and make the assignment. The Appraisal Institute will make the final approval as to who will serve as the Advisor for a specific Candidate. **Candidates: Don't delay—choose your advisor today!**

An Advisor can receive up to 125 points of CE credit per AI CE cycle for service to the Appraisal Institute. Please notify the Admissions Department of your interest at admissions@appraisalinstitute.org. A free online orientation is available for potential advisors. Advisors serve as a resource to the Candidate, providing knowledge and expertise.

[Download the PDF that will explain the process.](#) **WE NEED YOU !**

For more information on the Appraisal Institute candidate advisor program, please contact the Admissions Department at admissions@appraisalinstitute.org or [click here](#).

We hope to see you this year in either the virtual or in-person classroom. Remember to take your 30 hours of CE before November 30, 2022. We have lots of upcoming classes! See attached Education Schedule. NOTE : Virtual/Livestream has been permanently approved for FL CE credit.