

The Appraisers' Coalition of Washington Presents:
ACOW at the Summit V
August 21-22, 2003

Please complete the following form and return with your check to:

Appraisers' Coalition of Washington
6351 Seaview Avenue NW
Seattle, Washington 98107-2664
(206) 622-8425 Phone/(206) 623-4474 FAX
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August 21, 2003

Seminar \$65 \$ _____

Poolside Barbecue \$22 \$ _____

August 22, 2003

Seminar and Lunch Buffet \$135 \$ _____

I've enclosed my donation to ACOW for:
\$ _____

I have enclosed my check in the amount of:
\$ _____

(Please make check out to the Appraisers' Coalition of Washington)

I agree to the cancellation clause and refund policy herein.

Visit our website at www.acow-wa.org!



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The Appraisers' Coalition of Washington would like to thank its sponsor:

Appraisers' Coalition of Washington
6351 Seaview Avenue NW
Seattle, Washington 98107-2664

The Appraisers' Coalition of Washington presents...

ACOW at the Summit V



2003 State Conference,
Luncheon
& Barbecue

"Celebrating 21 Years of Legislative Success"

Thursday & Friday
August 21-22, 2003
Snoqualmie Summit Inn

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ACOW at the Summit V *“Celebrating 21 Years of Legislative Success”*

Thursday, August 21, 2003

12:45 PM - 1:30 PM	Registration
1:30 PM - 4:30 PM	Session
6:00 PM	Barbecue

Presenters

Richard Hagar, SRA, President, American Home Appraisals
Sheridan Shaffer, President, Sheridan Shaffer & Associates

Lender Pressure, 1:30 PM

Lender pressure, it comes in many forms from many directions. The impact of pressure is taking a toll on property values, in ways we wouldn't expect.

This session will explain various forms, provide examples and give examples on how to stop it. We will address your concerns with enforcement, current state of regulations, how the State's appraisal division views and is handling the problem and provide a peek inside current investigations. We will provide points of contact for reporting and preventing pressure. Even the NAMB is trying to help and has proposed regulations.

Please bring your written examples of attempts to pressure or influence your opinion.

Wait until you see how we can fight back!

Poolside Barbecue, 6:00 PM

Join appraisers from around the State in a casual atmosphere at ACOW's Poolside Barbecue for burgers and all the trimmings. Garden Burgers will be available as well.

Reminder.....

Washington State Real Estate Appraiser Commission

Thursday, August 21, 2003, 9:00 AM-Noon
Open & Free For All at the Snoqualmie Summit Inn.

All attendees will be granted 2 hours of CE credit toward their next renewal.

Friday, August 22, 2003

8:00 AM - 8:30 AM	Registration
8:30 AM - 12:30 PM	Session 1
12:30 PM - 1:30 PM	Lunch Buffet /ACOW Meeting
1:30 PM - 5:30 PM	Session 2

Presenter Session 1

Randal S. Franz, Ph.D., Co-director of the Center for Integrity in Business. Associate Professor of Management, School of Business & Economics, Seattle Pacific University.

Presenters Session 1 & 2

Christopher Eldred, MAI, SR/WA- Washington State Certified General real estate appraiser

William King, Washington State Certified Residential real estate appraiser, AQB Certified USPAP Instructor; SRA Candidate

Karen Peterson, Washington State Certified General real estate appraiser; MAI Candidate

Session 2 Moderator

Marc E. Campos, MAI, SRA, President, Campos Appraisals, Inc.

Session 1: Land Mines in the Life of the Appraiser, 8:30 AM

It is a sad fact that everyday appraisers are making business decisions that can and will result in problems for their practice. Whether a complaint filed with the state that must be defended with a less than stellar work file or perhaps a lawsuit or worse, a criminal investigation. There are big consequences to the decisions we make. The pressure for quicker turn times have forced appraisers to work smarter and harder and some have looked for ways to cut corners. Today's discussion will hopefully help you identify practices that are marginal and to help you achieve a better understanding as to the effects of some of these business decisions. If you don't see yourself in any of these situations then please listen in and participate anyway so you can share your knowledge with those within your sphere of influence.

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Friday, August 22, 2003 *contd.*

Lunch Buffet and ACOW Meeting, 12:30 PM

Session 2: Clearing the Minefield, 1:30 PM

This session will feature a roundtable discussion and address some of the more controversial practices and assignments we participate in as appraisers. Whether it is the result of misunderstood terminology; clients requesting one thing and really needing something else or asking for something that cannot be ethically provided we are presented with these opportunities everyday. Many nuances must be considered in determining the appropriate approach to these situations. Recertification of Value, Appraisal Updates and Retypes; "Can it be rebuilt(?)"; Site built versus factory built; all represent opportunities for appraisers to do some of their best and challenging work but only if these assignments are understood and properly executed. We hope to expand your view of these assignments and have a clearer understanding of some of the obligations, limitations and challenges represented by them.

ACOW Social, No Host Bar, 5:30 PM

Location: Snoqualmie Summit Inn at Snoqualmie Pass.

Reservations at the Inn: A block of Rooms will available at Snoqualmie Summit Inn for \$69 to \$89, plus tax/charges for the evening of Thursday, August 21st. To make reservations, call (425) 434-6300 or (800) 557-7829 and mention ACOW.

Continuing Education: Three hours of continuing education have been approved by Washington State for the August 21st Session, and six for the August 22nd Session.

Driving Directions: From Seattle: (52 miles) Take I-90 East, straight to Exit 52 (West Summit). At the end of the ramp, stay to the right. The Inn is two blocks up on the left. **From Eastern Washington:** Take I-90 West to Exit 53. At the end of the ramp, turn left passing under I-90. At the stop sign, turn right. The Inn is two blocks up on the right.

Cancellation Policy: A charge of \$25 will be applied to all cancellations received after August 14, 2003. No refunds will be given on or after August 21, 2003.

For More Information: Contact Jim Walker at the Appraisers' Coalition of Washington by phone at (206) 622-8425, or via email at seaop@qwest.net.