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Connections

Official Publication of the
**Association of
Texas Appraisers, Inc.**

Mission Statement of the Association of Texas Appraisers

The Association of Texas Appraisers was organized to provide opportunities for continuing education and professional association for real estate appraisers and other interested parties within the State of Texas; to establish and maintain minimum requirements for membership; to confer membership designations to properly qualified appraisers; and to provide and maintain an organization that serves the needs of its members.

From the Desk of the President

Another year has passed, and here we are installing new officers in the ATA. Amazing how time flies. I am both honored and humbled to accept the job of President of our ATA. I have big shoes to fill, based on my review and knowledge of past Presidents! I promise you that, with the help of our Board of Directors, I will do my best to help make our organization grow and continue to be an association that we can all be proud of.



Rick Neighbors

The ATA has progressed from a small group of dedicated Appraisers to, at last count, over 250 members. We have made a name for ourselves as a new force in the industry. We have attracted not only many new members, but the attention of many large organizations as well. The TALCB, the Appraisal Institute, and TAFAC to name but a few. And other States look to us as the group to emulate. Also, as we build on our good reputation of providing high quality, affordable education for our members, we find that it becomes easier to attract speakers of the caliber that our members deserve. And as our membership grows, so does our checkbook. With the diligent management of these funds by both our Executive Director, Teresa Walker, and the Board of Directors, we can look forward to continued affordable high quality education, excellent speakers and nice venues for our members.

As you know, we have branched out from only 2 meetings a year. We have added meetings/training in the Valley, Houston and Fort Worth/Dallas areas. We have had requests from other areas of Texas as well. It is our hope that we can continue to expand and grow to have venues in those other areas. And we welcome your suggestions and comments along these lines. Texas is a big state; there is a lot of ground to cover and a lot of appraisers to provide for. I feel certain that with your help, and the guidance of our experienced leaders, we can continue our growth without spreading ourselves too thin. Our Mission Statement stresses we provide continuing education and a professional association in an environment that serves the needs of our members. That is my goal.

Con't on page 2

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2012-2013 Board of Directors

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| Rick Neighbors, ATA-R, President | Bobby Crisp, ATA-R, Director |
| Arturo Palacios, Vice President | Donna Green-Harris, ATA-G |
| Mava Jalufka, Secretary | David McInturff, Director |
| Frank Baker, ATA-R, Treasurer | Mike Plumlee, ATA-R, Director |
| Dennis Crawford, ATA-R, Director | Mike Braught ATA-R, Past President |

In closing, I want each member of the ATA to know that they are free to contact me, or Teresa, or any member of our Board of Directors with suggestions and comments as to how we can better serve you. I mean this! My personal email is rick@rickn.com or you can find the BOD member's emails on our ATA website at www.txappraisers.org

About Your New President

Rick was born in Roswell, New Mexico. His father is a Retired Air Force NCO, and his mother is a home maker. As a "military brat", Rick got to "see the world" along with his brother and sisters, as his father got transferred to different areas of the world.

The family settled in Texas in the late 60's and stayed put. Rick married his wife Nancy of 40 years in 1972, and was blessed with 2 sons, Nathan Kyle and Ryan Clint. Rick's wife has spent 35 years in the wholesale specialty food industry. Nathan has a career in the IT Department of a large financial investments corporation, while Ryan is a Firefighter/ Paramedic. Rick states that "Marrying Nancy and having 2 sons are my greatest accomplishments in life!"



Rick & Nancy enjoy raising registered Texas Longhorns and Quarter Horses on their small ranch in Keene. Rick says "We have just enough land and livestock to keep us broke most of the time! J." They also enjoy a small 16,000 square foot garden that, along with their Longhorn beef, helps keep the freezers full all winter. Other hobbies include lots of outdoor cooking on a smoker and barbeque grill, and the current project of turning the back porch into an air conditioned "cantina".

Some past endeavors have included serving on the local Economic Development Board for over 10 years... the last few as President, and currently sits on the local Chamber of Commerce for Keene, Texas. Also in the past, Rick has served as Treasurer and Vice-President on the Board of Directors for the ATA.

Rick entered the appraisal profession in 1998, got his trainee status finished, and ended up in business for himself in 2001. Like a lot of Appraisers, Rick operates out of his home office as a one man operation. Based in Keene, which is in Johnson County just south of Fort Worth, Rick has appraised in a 5-7 county area. He says rural appraising has become a kind of specialty, but not by choice. He enjoys appraising as a career, in spite of all the rules and regulations that keep piling up, and hopes to continue until he can retire someday. He also states that "Joining the ATA has been one of the best moves in my appraisal career!"

Rick's website can be found at www.rickn.com and his email is rick@rickn.com

Welcome New Board Members



David McInturff is a co-owner of Heads Up Real Estate Consulting, Inc. He has appraised in Central Texas since 2004 and is currently a Certified Residential Appraiser and on the FHA roster. This is his first appointment as a Board Member and is looking forward to promoting the education and integrity of the Appraisal profession through the ATA.

How did he become an appraiser? When he started dating his wife Stephanie (then a processor, now an underwriter and Operations Manager) she said "why not become an Appraiser because it's taking 2 weeks to get a report back?" It took about 6 months to find a sponsor, but it has been an adventure ever since.

He has been married to Stephanie since 2004 and has 2 children, Samantha and Kayla, and is currently living in Spicewood.

We must accept finite disappointment, but we must never lose infinite hope.

Martin Luther King



Mava Jalufka is first and foremost a mother of two sons, Stayton (22) who is a senior at A & M and Cameron (17) who is a senior at Moulton High. She has been married to her high school sweetheart, Marcus, for 31 years. They live in the small town of Moulton, where they operate their business “AppraisalWorks” and she is the Certified Residential Appraiser working on her General License, and he is the self-proclaimed “flunky”.

Mava will tell you that becoming an Appraiser was not a career choice, but rather she “kind of fell into it”. She started out as a part-time Secretary to an Appraiser and wound up, at the persuasion of another Appraiser, taking classes and obtaining her certification.

But it is a gratifying career and a decision she does not regret.

She is excited to be a newly elected Director of the ATA as well as the new Secretary. She enjoys being a part of a group that works toward a common goal and also enjoys visiting and sharing with her fellow Appraisers at the conferences. She sees being a member of the ATA as the “icing on the cake” to a fulfilling and satisfying career.

Mike Plumlee, ATA-R is a Certified Residential Appraiser and the owner of Plumlee Appraisals in Houston. Mike received his degrees from West Texas State and had a career in software development prior to becoming an appraiser. He worked for Forsythe and Viking Appraisals prior to starting his own company.



Ft. Worth Meeting



The next Ft. Worth meeting is scheduled for October 5-6 at the Holiday Inn DFW Airport South, 14320 Centre Station, Ft. Worth. We will offer two 8-hour ACE courses, *Staying Out of Trouble-What Every Appraiser Needs to Know, No. 149* (Delores Kraft-Longeria) on Friday and *Write it Right, No. 148* (Diana Jacob) on Saturday.

To register, use the Registration Form on page 14 or log on to www.txappraisers.org and click on the meetings tab. If you have any questions, please contact Teresa Walker at (210) 837-7123.

ATA has negotiated a \$89 sleeping room rate for this meeting at the Holiday Inn. To reserve your room, call (817) 399-1800. The **cut-off date for reservations is September 15, 2012**. Rooms will be available on a space/rate available basis after this date.

SAVE THE DATE

COMING UP

OTHER SCHEDULED MEETINGS:

South Padre Island—Jan. 22-23 (11 hours)

ATA Mid Year Meeting, New Braunfels, Feb. 22-23 (12 hours)

Welcome New Members

The president and members of the Board of Directors would like to welcome our newest members: **Randall Brice**, Leakey; **Olivo Castillo, Jr.**, Cedar Park; **William Chuoke, III**, Houston; **Patrick Coleman**, La Vernia; **Slade Cooper**, Austin; **Angela Fritz**, Lubbock; **Walter Hull**, Leander; **Michael Ingram**, San Angelo; **Charles Ivy**, Lexington; **Vicky Keeney**, Corpus Christi; **Patrick Klier**, Austin; **Lauren Lamm**, San Marcos; **Connie Layman**, Gunter; **Roddy Layman**, Gunter; **Brad Mallett**, Austin; **Kevin Muhammad**, Houston; **Blake Posey**, San Marcos; **Melanie Sellers**, Houston; **Scott Sherrill**, Austin; **Jerold Terry**, Paris; **Craig White**, Austin; **Terry White**, Marble Falls and **Stephen Whyte**, Georgetown and **Jamie Wickliffe**, Midlothian.

Designation Information

Congratulations to Scott Coker, ATA-R who was recently awarded designations.

If you are interested in applying for a designation with ATA, please go to our website, www.txappraisers.org, and click on the Membership link and download the Designation Application.

New Membership Campaign

Nominate your colleagues for ATA membership! We know our current members are the best possible source for new members who could benefit from all ATA has to offer. Beginning September 1, we will launch our 2nd ATA Member-Get-A-Member Drive. Here's how the drive works:



1. You can simply provide us with your colleagues' names and contact information and we'll send them a membership information package.

2. You can print membership applications from the website and deliver them in person.

3. You can direct them to join online today!

No matter how you choose to participate, there are great rewards for every new member you recruit!

Whenever someone you refer becomes a member, ATA will thank you with a \$20 gift certificate for use toward your membership dues. This campaign will last until **February 15, 2013**.

We've made referring colleagues to ATA easier than ever and every time you recruit a new member, you strengthen ATA. A vital and growing ATA means greater recognition of the appraisal profession, improved educational and networking opportunities for all members, and the advancement of appraisal profession statewide.

We look forward to your active participation in our 2nd Member-Get-A-Member Drive.

VA Panel

The Department of Veterans Affairs has launched an initiative to significantly increase fee appraiser panels by the end of the 2013 fiscal year. Effective immediately, each VA Regional Loan Center is responsible for taking all necessary steps to expand their fee panel rosters by a target-goal of 25% by September 30, 2013, particularly in markets with evident shortages.



All fee appraiser applicants must be certified or state-licensed appraisers and meet additional VA qualification requirements. For more information on Qualification Requirements and an online application, contact them online at www.benefits.va.gov/homeloans/appraisal.asp.

New Appraisal Rules Proposed for High-Risk Mortgages

(From Mortgage News Daily)

Six principal regulators of banks and credit unions have issued proposed rules to establish a new appraisal requirement for "higher-risk mortgage loans." The rules which will be published in the "Federal Register" allow for a mandatory 60 day comment period.

The Dodd-Frank Wall Street Reform and Consumer Protection Act passed in 2010 establishes a new section in the Truth in Lending Act (TILA) which does not permit a creditor to extend credit in the form of a higher-risk mortgage loan to any consumer without first obtaining a written appraisal performed by a qualified appraiser who conducts a physical interior inspection of the property.

The new section defines a "higher risk" mortgage with reference to the annual percentage rate (APR) of the transaction with thresholds substantially similar to rate triggers in Regulation Z. In general the definition includes loans where the APR exceeds the average prime offer rate (APOR) by 1.5 percent for first-lien loans, 2.5 percent for first-lien jumbo loans, and 3.5 percent for subordinate-lien loans. The proposal would exclude "qualified mortgages" from the definition when the rules for that category are finalized. The regulatory agencies also propose to rely on their exemption authority under Dodd-Frank to exclude reverse mortgage loans and loans secured solely by residential structures such as many types of manufactured homes from the requirements.



The proposed rules also require a second appraisal by a different qualified appraiser if the property will be the consumer's principal dwelling or if the seller acquired the property within the previous 180 days at a lower price than the sales price at which it is currently being sold. The second appraisal must include "an analysis of the difference in sale prices, changes in market conditions, and any improvements made to the property" between the two transaction dates.

Other proposed parts of the new rules include a provision requiring the applicant be provided a statement regarding the purpose of the appraisal at application and receive a copy of any written appraisal at least three days before closing. The applicant may also choose to have a separate appraisal conducted at his/her own expense.

The regulators proposing the new regulations are the Consumer Financial Protection Bureau (CFPB), the Federal Reserve Board of Governors, the Federal Deposit Insurance Corporation, Federal Housing Finance Agency, National Credit Union Administration, and the Office of Comptroller of the Currency.

In asking for comments, the agencies specifically requested those addressing a proposed amendment to the method of calculating the APR that is being proposed as part of other mortgage-related proposals issued for comment by CFPB. It is proposing to adopt a simpler and more inclusive finance charge calculation for closed-end credit secured by real property or a dwelling. The Agencies also note that the CFPB is seeking comment on whether replacing APR with an alternative metric may be warranted to determine whether a loan is covered by the 2012 HOEPA Proposal as well as the proposal to implement the Dodd-Frank Act's escrow requirements. One possible alternative metric is the transaction coverage rate (TCR) which would exclude all pre-paid finance charges not retained by the creditor, a mortgage broker, or an affiliate of either.



The public will have 60 days, until **October 15, 2012**, to review the proposed regulations.

Facebook

Yes...we finally did it. ATA has a Facebook page. [Click here](#) or to go www.txappraisers.org and click on the Facebook icon.



Email addresses

99.9% of our correspondence with you is via email. If you have not received any emails from ATA in 30 days, please notify us so we can research the issue. We generally send out something at least once a month.

Also, don't forget to notify us when you change email addresses. You don't want to miss something important from us.

The opinions and statements expressed herein are those of the individual authors and do not necessarily reflect the viewpoints of the Association of Texas Appraisers or of its individual members.

Former ATA Executive Director on Medical Leave



Gale Pospisil will be taking a leave of absence from her current job as Mayor of New Braunfels. Gale announced that she will have surgery to repair an aortic aneurysm, a bulge in a weak section of the wall of the aorta.

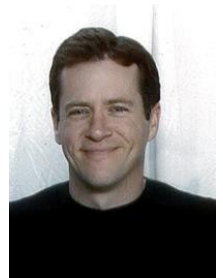
“My leave is for medical reasons and hopefully won't be for more than a couple months,” Pospisil said in the release. “I look forward to returning to office and continuing my service to the citizens of New Braunfels as expeditiously as possible.”

Please keep Gale and Vladimir in your thoughts and prayers.

Gordon Cowden Children's Memorial Fund

We are not sure how many of you are aware of this but one of the victims that died at the Aurora movie theater was an appraiser. Gordon Cowden was originally from Austin, TX.

ATA has been collecting donations over the past month and we have received contributions from all over the country. If you would like to donate to the Fund, log on to www.txappraisers.org and click on donate.



Donations to-date are over \$1400. We received cash donations at the ATA meeting and the following individuals have made on-line donations:

Carole Alexander
Frank Baker
Lawrence Barrett
Scott Brock
Claudia Comstock

Chris Evans
Tracy Halsey
Chris Jackson
David Kemp
Meredith McClane

David McInturff
Herbert Outlaw
Claire Ryder
Laura Stehling
Ron Styles

We will be posting a complete list of donor names on ATA's website so if you made a cash donation at the ATA Annual Meeting in Austin, please email us (not the amount, just your name) at info@txappraisers.org.

Door Prize Winners from the Annual Meeting

Kevin Muhammad
JoAnn Carr
Carol Lea

Doug Hill
Karis Crawford
David Kellogg

Olivo Castillo
Paulette Partin

Should I Attach My E&O Declarations Page to My Appraisal Report?

By Peter Christensen

Because some AMCs still wrongheadedly insist that appraisers do it, we are asked this question a lot: "should I attach my E&O declarations page to my appraisal report?" The answer is always the same: it's a bad idea. It's bad for both the appraiser and the client/AMC. It is perfectly reasonable for a client or an AMC to ask for proof of E&O insurance and ask to receive updated insurance information each year. That's common to many professions, but there is no good reason to require that the information be included within or attached to appraisal reports. (Lawyers like myself certainly don't attach proof of insurance to our opinion letters or legal briefs.)



Why is it a wrongheaded practice?

7th Annual Meeting and Education Conference

August 3-4, 2012, Austin, TX (More pictures are posted on our Facebook page)



Let's start with this basic fact: the insurance policy that the appraiser has at the time of performing an appraisal -- and thus the policy that the appraiser would attach to a report -- will most likely be irrelevant to any insurance that the appraiser may have if a claim by a lender or AMC later arises. The reason for this is that all appraiser E&O insurance -- like almost all other professional liability insurance -- is issued on a claims made basis. This means that the policy that will cover the appraiser is not the policy that the appraiser had in place on the date of the appraisal but rather the policy that the appraiser has in place years later when the lawsuit is filed or the claim asserted. Since almost all claims by lenders or AMCs arise years after delivery of the report, whatever policy may be attached to the report is usually irrelevant. (Note: for appraisers and AMCs, the more critical issue for them to look out for regarding appraiser E&O insurance coverage is to make sure that appraisers are not losing coverage for prior appraisal work by moving to policies which will not cover prior acts. See "[A Serious Warning for Appraisers and AMCs About Some Risky E&O Insurance.](#)")

So that makes the practice wrongheaded. Why is it a bad idea from a risk point of view?

The main reason why we advise against attaching E&O information to reports is that it results in more claims being asserted by property owners and borrowers against both appraisers and AMCs. These parties, of course, are neither clients nor intended users. Attaching E&O information to an appraisal report simply invites a few more of these parties to threaten or bring claims. I don't want to overstate the problem because the existence of insurance does not have anything to do with most claims -- lenders and borrowers will generally sue regardless. But for a few people, seeing insurance information attached to a report will spark the idea of making a claim. We've seen many claims reported directly to us by borrowers when they are a disappointed with the value and cannot refinance. We've also received claims from homeowners who've alleged things as petty as square footage being off by 2% and then expected a payment as if an appraiser's E&O were a manufacturer's warranty. Many of these claims reported directly to us probably would not have been sparked except for the insurance information that the borrower saw attached to the report. (Claims like these, of course, are defended and rarely result in any recovery to the claimant but all claims cost money to defend.)



We realize that some AMCs and lenders nevertheless require appraisers to attach their E&O to reports. There's no law or regulation against that, but we suggest that the appraiser try to reason with them and explain:

1. You are happy to supply the AMC or lender with a copy of your E&O declarations page that they can keep on file.

Attaching your E&O to your report not only exposes you to unnecessary risk of claims by third parties but it also makes it more likely that the AMC or lender will be dragged into a case filed by a homeowner or borrower. (Yes, we've seen AMCs themselves dragged into lawsuits as a result of problems that arose in connection with E&O being attached to a report.)

If those lines of reasoning don't work, we suggest attaching your E&O information only when required for a specific client. Don't make it a general practice.

Appraisers can learn more about ways to reduce their liability risk at www.readimember.org -- a free resource created by [LIA Administrators & Insurance Services](#).

Creating a Well-Crafted Company Website

by Zach Bodack, Global DMS

Having a well-crafted website is essential in today's business environment, and can literally make or break your business. In most cases, a website is usually how customers first see your business and how they explore what you have to offer them. Most companies tend to be aware of this, but many don't realize that simply having a



website in place doesn't mean you'll profit from it automatically. It all comes down to how your website is designed and constructed, because some sites are so poorly laid out that they can actually drive customers away instead of getting them to open their wallets.

With so much business being done online now-a-days, it is important to make sure that your website is ready to serve and attract today's customers. The main focus areas for website improvement should include organization, content, usability, and analytics; but before you begin thinking about these areas, you should narrow down who your target audience is to help dictate what your website will be for and how it will best function. Listed below are some fundamental tips to help you get started:

Don't Hide what You're Selling:

Most visitors will navigate to your site with a specific purpose in mind, and that purpose is to see the information pertaining to the product or service that they're interested in. If you make it difficult to find these products or services, most potential customers will give up relatively quickly and go to your competitor's website.

Make Your Website Easy to Navigate:

Putting a table of contents on your homepage is one great way to help people find their way around your website, and instantly lets them know how to maneuver around all your different webpages within your site. Another good tool to consider is a search function that allows visitors to type in what they are looking for and be instantly guided to it with the click of a mouse—put this at the top of every webpage.

Keep Content Concise:

When putting content on your site, you want to avoid gigantic walls of text and overly long paragraphs as much as possible, because customers tend to have a short attention span and won't want to read puffery. The key is to focus on your target audience using keywords, short sentences, and clearly defined headlines or paragraph headers that explain what you have to offer—use the 'what we can do for you' perspective.



Implement a 'Contact Us' Page:

It is important to implement a 'Contact Us' page within your website, which allows the customer to contact you by email at any time. Within this page should be spaces where a customer must type their name, company, phone number, and email address, along with an additional space for them to provide comments or questions if they have any—be sure to indicate that their email address and phone number will be kept confidential. It's also important to then display a 'Contact Us' button or link on every other page of your website so customers always have a way to navigate to this page instantly.

Provide Your Phone Number on Every Page:

The more people can see your phone number the better, because it provides a way for individuals to contact you immediately without having to search far and wide to do so. To avoid typing your number in manually on every page, just include it at either the top or bottom of whatever template you use to create your webpages.

Set Up Website Analytics:

Setting up website analytics—using a tool like Google Analytics—is a great way of monitoring how many visitors are coming to your site, how long they are staying, what pages they are visiting, what keywords they are using to find you, etc. By knowing these stats, you will be able to establish an effective online marketing plan and know how frequently to update your site with fresh content and better keywords.

The Appraisal Rules of Etiquette

by Kevin Hopkins (Reprinted with permission from Appraisal Buzz)

In this day and age, it seems like a lot of things have fallen by the wayside and good manners should not be one of them. When you do an appraisal, you are representing yourself and the people who have hired you. A certain degree of professionalism should always be the standard and not the exception. With that being said, what are the expectations in this day and age? Here is a list, by no means exclusive, of rules to live by.

- Be on time. Not half an hour early, nor half an hour late. If you show up too early, homeowners might not be prepared for your arrival and if you show up late you keep them waiting. Time is money and you shouldn't waste anyone else's time.
- Cell phones should be used sparingly, if at all in a customer's home. Sometimes it cannot be helped, but personal calls that seem to ramble on do not endear you to anyone. If you must answer or use the phone, do so as briefly as possible.
- Don't ask to use the homeowner's bathroom. Yes, if you ask, they will point you down the hall. But you are a stranger and should not impose except in the direst of circumstances.
- Don't ask for anything to eat or drink. Again, take care of these needs before or after your arrival. If they offer you a drink, you can accept their hospitality but don't sit down to dinner with them.
- Keep your vehicle presentable- inside and out. For years, UPS drivers would wash their vehicles daily to maintain a professional image and often, that is what a homeowner would see both first and last.
- Maintain your personal hygiene as well. Some of you will laugh, but others will argue. Bathe daily, wash your hands frequently with soap and water, clean and trim your nails, shave all necessary areas, floss and brush regularly and get your hair cut at least once a month.
- Personal attire should be business casual or better. Polish your shoes and brush off any lint. Depending on circumstances, you could get dirty. I would recommend a change of clothes and/or a pair of coveralls.
- Laptops belong on your...lap. The homeowner does not know where your computer has been. Don't set your Ipad on their table or countertop and send a germaphobe into orbit.



"It would be appreciated that you not chew your cud so loud."

Be prepared to take your shoes off inside. This still unsettles me a bit, but some homeowners will cringe if you do not take off your shoes inside. I know a person who refused to do so and wound up discoloring a \$10,000 Oriental rug. Some homeowner's will provide you booties to wear inside, but you might be advised to bring your disposable ones and make sure there are no holes in your socks- just in case.

Time is Money

By Ramir Rodriguez

A British university professor has proved the old adage "time is money" in a [2002 article by CNN](#). According to Ian Walker, economic professor of central England's Warwick University, the mathematical formula $V = (W((100-t)/100))/C$ (where V is the value of an hour, W is a person's hourly wage, t is the tax rate, and C is the local cost of living) shows people that time actually IS money.



Walker states that by using this formula day-to-day activities can be calculated monetarily such as:

- Brushing your teeth for three minutes = costs 30 pence (45 cents)
- Washing your car by hand = costs £3.00 (\$4.50)
- Cooking dinner including the value of time spent and the value of the ingredients = costs £10.77 (\$15.72) for men and £9.81 (\$14.30) for women.

How does this relate to you as an appraiser?

Walker explains, "What this helps us understand is that *as the value of our time rises, we are likely to buy more of it*, which explains why people are paying to save time, like having someone to cut the lawn or clean the house."

Most appraisers constantly juggle their duties and responsibilities on a daily basis. It's not just about providing quality and accurate appraisals. You are also a sales and marketing genius to continue to grow your

business and an accounting and financial expert to manage your business financials. On top of that, chances are you have a family to take care of and a life that you would love to enjoy. That is if you had the time or can “afford it”, right?

As Walker shared, time really IS money. Face it, we all want more time in a day. But time will never change. So ask yourself this: “What aspect of my appraisal business can I let go?” In other words, what are you willing to pay for to save time as Walker explained?

Time is money. How do you want to spend it?

2012-2013 Dues

If you haven't already paid your 2010-2011 dues, don't forget to pay them soon. ATA is now issuing membership cards to members after they pay their dues. We will start sending them out on September 4. Look for yours in the mail.



Second Exposure Draft of Proposed Changes for the 2014-15 USPPAP

The ASB is currently considering changes for the 2014-15 edition of USPAP. **All interested parties are encouraged to comment in writing to the ASB before the deadline of October 5, 2012.** Respondents should be assured that each member of the ASB will thoroughly read and consider all comments. Comments are also invited at the ASB public meeting on October 12, 2012, in Washington, D.C.

The ASB's work plan for the 2014-15 edition of USPAP includes reviewing and revising as needed the following areas of USPAP:

- Reporting and Communication Requirements
- Reporting Options
- Retirement of STANDARDS 4 and 5
- Other revisions and additions as needed to ensure clarity and relevance.

For a copy of the exposure draft, go to <https://appraisalfoundation.sharefile.com/d/s775268ddf53440f9>

The Board will review every comment submitted in response to this exposure draft and based on the feedback received, will likely issue a Third Exposure Draft in late fall after its public meeting in Washington, D.C. this October, to solicit feedback up through early 2013.

The Board currently intends to adopt any revisions for the 2014-15 edition of USPAP at its public meeting in San Francisco on February 1, 2013. Any such revisions would become effective on January 1, 2014, and any updates related to USPAP course material should be available by late summer 2013.

ATA Board Member in Texas Realtor Magazine

ATA board member Bobby Crisp was interviewed for the August issue of *Texas Realtor Magazine*. Bobby's article talks about what he brings to the real estate transaction.

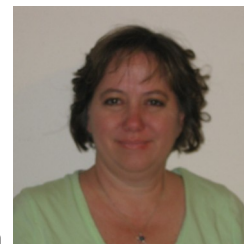
[Click here](#) for a copy of the article or go to ATA's website and click on the link on the home page.



If you always do the right thing—despite how you feel, despite what others may say or do in response—you will be satisfied with yourself.

ATA's 1st Pospisil Scholarship Recipients

Congratulations to ATA's 1st Pospisil Scholarship Recipients, Sarah McDowell and Bridget Blankenship. Each recipient was awarded a \$100 scholarship to attend a continuing education seminar.



Sarah McDowell

Interested in applying for a scholarship, go to www.txappraisers.org and click on the link on the home page.

Survey Results

Thanks to all those who participated in our recent survey. We do value your opinion. The results are:

| | | | |
|--|---------------|-------------------|--------------------|
| | <u>Yes</u> | <u>No</u> | <u>NA</u> |
| Have you attended an ATA Meeting in the past year? | 71 | 9 | |
| Were you satisfied with the event? | 70 | 1 | 9 |
| | <u>Austin</u> | <u>New Braun.</u> | <u>San Antonio</u> |
| Which location would you prefer for the August 2013 meeting? | 21 | 28 | 29 |
| | <u>Yes</u> | <u>No</u> | |
| Would you travel to Galveston? | 52 | 26 | |

Top 3 choices for upcoming ATA meeting topics:

| | |
|--|----|
| • Appraisal Writing | 16 |
| • Arbor Valuation | 0 |
| • Reconciliation/Cost Approach | 12 |
| • Commercial Appraisal, Highest and Best Use | 2 |
| • Appraising after a Disaster | 5 |
| • Mobile Appraising - Using Technology in the Field | 16 |
| • New Construction | 10 |
| • Making Credible Adjustments | 41 |
| • Excel for Appraisers | 22 |
| • Running a Multi Appraisal Business Office | 3 |
| • Green Appraising | 7 |
| • Statistics Class | 14 |
| • Becoming an Expert Witness | 8 |
| • How to Treat Concessions | 25 |
| • Looking into Neighborhoods and Competing Markets | 10 |
| • And Now the Rest of the Form | 6 |
| • Zoning, Highest and Best Use | 2 |
| • Land Extraction, Neighborhoods | 20 |
| • Interagency Appraisal & Evaluations Guidelines | 7 |
| • Valuation For Financial Reporting | 4 |
| • Cost Segregation | 7 |
| • Appraiser Business Manual Development | 4 |
| • Federal, State, County, City Procurement Opps. (The Bid Process) | 5 |
| • HUB Certification | 4 |
| • Construction Progress Reports | 3 |

ATA 2012-2013 Fiscal Year Budget (Sept. 1, 2012 - Aug. 31, 2013)

| | <u>Budget 09-10</u> | <u>Actual 09-10</u> | <u>Budget 10-11</u> | <u>Actual 10-11</u> | <u>Budget 11-12</u> | <u>Actual 11-12</u> | <u>Budget 12-13</u> |
|-------------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| Income | | | | | | | |
| Designation Fees | 100.00 | 75.00 | 100.00 | 575.00 | 300.00 | 260.00 | 300.00 |
| Interest | 0.00 | 103.43 | 150.00 | 65.98 | 100.00 | | 0.00 |
| Meeting Fees | | 13,590.00 | 13,500.00 | 25,245.00 | 25,000.00 | 39,038.00 | 37,000.00 |
| Membership Dues | 10,000.00 | 11,675.00 | 12,000.00 | 18,695.00 | 20,000.00 | 22,510.00 | 20,000.00 |
| Misc. (Exh/Spon) | 0.00 | 0.00 | 500.00 | 0.00 | 500.00 | 1,200.00 | 1,500.00 |
| Misc. (Item Sales) | | 0.00 | 0.00 | 378.00 | 500.00 | 456.31 | 250.00 |
| Pins, Membership | 10.00 | 0.00 | 10.00 | 5.00 | 10.00 | 15.00 | 25.00 |
| Total Income | 10,110.00 | 25,443.43 | 26,010.00 | 44,963.98 | 46,410.00 | 63,479.31 | 59,075.00 |
| Expense | | | | | | | |
| Bank Fees | 15.00 | 0.00 | 50.00 | 14.00 | 50.00 | 5.00 | 50.00 |
| BoD Expenses | 1,000.00 | 735.00 | 1,000.00 | 1,000.00 | 2,000.00 | 750.00 | 1,000.00 |
| Equipment | 500.00 | 393.98 | 500.00 | 579.99 | 500.00 | 200.35 | 500.00 |
| Executive Director | 4,800.00 | 5,300.00 | 6,000.00 | 6,000.00 | 8,400.00 | 11,200.00 | 12,000.00 |
| Incorporation Costs | 0.00 | 5.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Meeting Expenses* | 1,000.00 | | | | | | 0.00 |
| Door Prizes | | 347.48 | 300.00 | 320.00 | 500.00 | 550.00 | 600.00 |
| Meeting Materials | | 1,975.00 | 300.00 | 2,284.74 | 3,000.00 | 9,738.28 | 4,500.00 |
| Rooms & Meals | | 6,490.32 | 7,000.00 | 16,190.66 | 11,000.00 | 19,005.32 | 17,000.00 |
| Speakers | | 6,975.00 | 7,000.00 | 8,220.76 | 9,000.00 | 14,265.36 | 11,000.00 |
| Supplies | | 28.89 | 0.00 | 292.70 | 100.00 | 105.43 | 200.00 |
| Postage** | | | 0.00 | 1,239.53 | 1,200.00 | 306.93 | 400.00 |
| Printing** | | | 0.00 | 901.12 | 1,500.00 | 686.70 | 750.00 |
| Mtg. Travel Ex- penses | | 75.00 | 500.00 | 74.78 | 250.00 | 1,450.00 | 1,500.00 |
| Total Meeting Ex- penses | 1,000.00 | 15,891.69 | 15,100.00 | 29,524.29 | 26,550.00 | 46,108.02 | 35,950.00 |
| Accounting Ex- penses | | | | | 1,000.00 | 0.00 | |
| Membership Recruitment | | | 400.00 | 442.41 | 1,500.00 | 475.44 | 500.00 |
| Miscellaneous | 100.00 | 230.00 | 100.00 | 559.95 | 100.00 | 494.95 | 400.00 |
| Other Assn. Mtgs. | | | | | 3,500.00 | 0.00 | 2,000.00 |
| TAFAC | | | | | | 2,967.02 | 4,000.00 |
| Pay Pal | 390.00 | 234.55 | 400.00 | 668.31 | 800.00 | 1,113.69 | 1,200.00 |
| Postage | 30.00 | 42.47 | 200.00 | 229.96 | 500.00 | 179.61 | 250.00 |
| Membership Pins | | | | | | 899.50 | 0.00 |
| Supplies | 100.00 | 106.83 | 100.00 | 274.89 | 200.00 | 407.84 | 300.00 |
| Telephone | | | | | 750.00 | 219.61 | 250.00 |
| Uncategorized Expenses*** | | | | 1,371.94 | | 50.00 | 0.00 |
| Website/Database | 300.00 | 427.37 | 1,325.00 | 1,420.00 | 300.00 | 204.24 | 200.00 |
| Total Expense | 8,235.00 | 23,366.89 | 25,175.00 | 42,085.74 | 46,150.00 | 65,275.27 | 58,600.00 |
| Net Income | 1,875.00 | 2,076.54 | 835.00 | 2,878.24 | 260.00 | -1,795.96 | 475.00 |

*Meeting figures previously budgeted as a loss under expenses. 2010-2011 budget will list income and expenses

**Expenses to Market Dallas and Houston Meetings (Postage is USPS postage and mailing house charges)

***Fees for RGV Appraisers Conference and ARRO Meeting (2010-11)

Association of Texas Appraisers - Meeting Registration Form

Ft. Worth Meeting
October 5-6, 2012
Holiday Inn DFW Airport South

Name: _____ Name for Badge: _____
Address: _____ E-Mail: _____
_____ Phone: _____

| | |
|---|-------|
| _____ Staying out of Trouble (Member) | \$100 |
| _____ Staying out of Trouble (Non-Member) | \$185 |
| _____ Write It Right (Member) | \$85 |
| _____ Write It Right (Non-Member) | \$170 |

Total Due \$ _____

For more information, contact:
Teresa Walker (210) 837-7123
(info@txappraisers.org)

October 5: *Staying Out of Trouble-What Every Appraiser Needs to Know, No. 149*

Times: Class: 8:00 a.m. - 5:00 p.m.
Lunch: Noon to 1:00 p.m.

October 6: *Write it Right, No. 148*

Times: Class: 8:00 a.m. - 5:00 p.m.
Lunch: Noon to 1:00 p.m. (included with your registration fee)

Mail Registration and Payment to:

Association of Texas Appraisers
13530 Escort Drive
San Antonio, TX 78233

Or Register and Pay on-line at:

www.txappraisers.org (Scroll down on the home page and select the appropriate meeting. Go to the bottom of the meeting page and it will take you to Pay Pal.)

Registration form and payment must be received by Oct. 1. No refunds after Oct. 1

For more information, contact:
Teresa Walker (210) 837-7123
(info@txappraisers.org)

Don't forget to make your **Hotel Reservations.**

A block of rooms have been reserved for ATA attendees at the Holiday Inn DFW Airport South, 14320 Centre Station, Ft. Worth, TX. Sleeping rooms are \$89 (plus tax) per night for single/double rooms. Reservations must be received by **Sept. 15**. After this date, reservations will be accepted on a space and rate availability basis. Call (817) 399-1800 and reference Texas Appraisers to receive this discounted rate.

Look forward to seeing you there!