

Newsletter

June 2018

President's Message



"Networking is not about connecting people. It's about connecting people with people, people with ideas, and people with opportunities." Michele Jennae, author of The Connectworker

Over the years my appraisal career took me in various directions. Many of you know me as a subdivision appraiser with The Corky McMillin Companies. After the recession I worked for the Assessor's Office and now I'm the County's sole staff appraiser. Each opportunity had its challenges and rewards and no matter where I landed, the one constant was the support of my family

and AI colleagues.

In our appraisal profession we are constantly searching for tools and resources to help us learn new skills, reinforce concepts, and stay gainfully employed. Whether you just started your appraisal career or have been in the business for many years, don't underestimate the power of networking. "Networking is the No. 1 unwritten rule of success in business." (Sallie Krawcheck, CEO and Co-Founder of Ellevest)

The best place to look for networking resources is reaching out to your co-workers for their ideas, expertise and friendship, and your next opportunity will be at the Appraisal Institute 2018 Annual Conference in Nashville, Tennessee. Our conference is from July 30 to August 1 with offerings that will help you stay ahead of the curve and have fun while learning. In the evenings we have a social planned at Wildhorse Saloon (July 30) and more music and entertainment provided by our fellow AI members (July 31). Also if you are still hanging out for more country western fun, there is a golf outing with cowboy boots optional (August 1).

Please find the links below for the annual conference agenda, accommodations at JW Marriott and online registration. One day registration is also now available online so don't miss out.

[Annual Conference Info](#)

[Registration](#)



I hope to see you there!

Eva



Find us on:



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The Chapter's Newest Designated Members

At the May 10 General Chapter Meeting, four AI-GRS designation certificates were awarded.



Chapter President Eva Stresemann, MAI, presented an AI-GRS certificate to Chapter member Brad Adams, MAI, AI-GRS

Chapter President Eva Stresemann, MAI, also presented an AI-GRS certificate to Chapter member and Treasurer Jeremy Darner, MAI, SRA, AI-GRS



The Chapter's Newest Designated Members (continued)



Chapter member Gary Rasmuson, MAI, SRA, presented an AI-GRS certificate to his wife, Chapter member Wendy Rasmuson, AI-GRS

Chapter President Eva Stresemann, MAI, also presented an AI-GRS certificate to Chapter member and Vice President Eric Schneider, MAI, SRA, AI-GRS



The Chapters Newest Members

During April, Alex Davis joined the Chapter as a Practicing Affiliate. During May, Patrick Gorman joined the Chapter as a Candidate for Designation.

Featured AI Benefit

FUEL—Forecast—Value—Transact

Introducing FUEL!

FUEL Valuation is a state-of-the-art cloud-based platform powering the next generation of valuation, forecasting, and transaction underwriting for CRE.

Special Price for AI Professionals!

AI Professionals receive:

Free 30-day trial

Discounted price of \$99 per month (regular price is \$149/month)

Click [here](#) to learn more about FUEL and subscribe.

The Appraisal Institute is excited to introduce this new AI benefit as FUEL offers superior new technology to AI professionals. As important, FUEL is easy to use and delivers institutional quality features, performance, and reporting with conveniences only state-of-the-art technology can provide.

FUEL automates the entire valuation process from end to end while delivering real-time transparency to every participant in the process using any web or mobile device. There is no software to install. Anyone can share models with the click of a button. Recipients don't need a licensed copy of FUEL to access shared models. Users can even work together on the same models at the same time. Calculations are instantaneous and accurate. And, FUEL is as easy to use as it is powerful, thanks to its intuitive, industry-driven design.

Review Advisors Needed

The Candidate Advisor Program has a great need for advisors who hold either of the Appraisal Institute Review designations.

If you recently were awarded either the AI-GRS or AI-RRS, please consider becoming an Advisor.

For more information, see [Advisor Program](#).

Chapter Meeting Calendar

May 25	Chapter Board Meeting	Chapter office
June 22	Chapter Board Meeting	Chapter office
July 27	Chapter Board Meeting	Chapter office

Attention Candidates and Practicing Affiliates

In 2014, the Chapter expanded the scholarship opportunities to also include the Chapter Scholarship Program for Candidates and Practicing Affiliates in the San Diego Chapter. The scholarship award generally consists of one complimentary Appraisal Institute course offered by the Chapter that is required for an Appraisal Institute designation, per scholarship recipient, per year.

For more information about the Chapter Scholarship Program, including the application, see [Chapter Scholarship Program](#).

Advertising in Chapter Newsletter—New Policy

Advertisements must be camera-ready. Advertisements must represent closely-related businesses or services to the real estate appraisal field. All advertisements submitted for publication are subject to the approval of the Chair of the Chapter Newsletter Committee. Appeals for rejections will be submitted to the Chapter Board of Directors and their decisions are final.

Fees are as follows:

	Member	Non-Member
Full Page (7" X 10")	\$165	\$175
Half Page (7" X 5")	\$ 90	\$100
Quarter Page (3-1/2" X 4-1/2")	\$ 50	\$ 60
Eighth Page (business card size—3-1/2" X 2")	\$ 30	\$ 40

A 20% discount will be given for a six-month subscription, and a 25% discount will be given for a one-year subscription.

The San Diego Chapter does not endorse any product or service advertised in this newsletter.

If you have questions, or to submit an advertisement for publication, contact Executive Director Patti Kreutzer at patti@sdcai.org.

**SUMMER EDUCATIONAL EVENT
AT THE UNIVERSITY OF SAN DIEGO**

<i>Dates</i>	<i>Course</i>	<i>Instructor(s)</i>
June 5-8	Basic Appraisal Principles	Deanne Recht, MAI
June 9-13	Basic Appraisal Procedures	Joe Magdziarz, MAI, SRA, AI-GRS, AI-RRS
June 14-15	National USPAP 15-Hour course	Mike Mason, MAI, SRA
June 16 & 18	Residential Market Analysis and HBU	Terry Bernhardt, SRA, AI-RRS
June 19-20	Res. Site Valuation and Cost Approach	Terry Bernhardt, SRA, AI-RRS
June 4-7	General Income Approach/Part 1	Steve Roach, MAI, SRA, AI-GRS & Eric Schneider, MAI, SRA, AI-GRS
June 8-12	General Income Approach/Part 2	Dave Lennhoff, MAI, SRA, AI-GRS
June 27-30	General Report Writing and Case Studies	Dan Swango, MAI, SRA
June 28-30	Condemnation Appraising	Steve Roach, MAI, SRA, AI-GRS
July 13-18	Advanced Income Capitalization	Rick Carlile, MAI
July 27	National USPAP 7-Hour Update	Tony Wren, MAI, SRA
July 28	Business Practices and Ethics	Tony Wren, MAI, SRA

SEVERAL DISCOUNTED PACKAGES ARE AVAILABLE

[Register Now](#)

For more information, see **[Course Flyers](#)**

San Diego Chapter of the Appraisal Institute

San Diego Chapter Office

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We are on the Web!

www.aisandiego.org

June 2018

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3	4 General Income Part I / Day I	5 Basic Principles / Day I	6	7	8 General Income Part 2 / Day I	9 Basic Procedures / Day I
10	11	12	13	14 National USPAP 15 -Hour / Day I	15	16 Res Market Analysis / Day I
17	18	19 Res Site Valuation / Day I	20	21	22	23
24	25	26	27 General Report Writing / Day I	28 Condemnation Appraising / Day I	29	30

Chapter Leadership

2018 OFFICERS

President
 Eva Stresemann, MAI
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Director (2018-2020)
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IMMEDIATE PAST PRESIDENT

Trevor Hubbard, MAI, SRA, AI-GRS
trevorhubbard@gmail.com

Did you know...

Chapter individuals who volunteer to serve on a committee, panel, or work group can earn up to 125 points of continuing education credit in each 5-year cycle.

If you would like to become more involved with the Chapter, contact Chapter President Eva Stresemann, MAI, at (858) 694-2732 or email eva.stresemann@sdcounty.ca.gov