



Appraisal Institute®

Professionals Providing Real Estate Solutions

AARO
Spring Conference

President Leslie Sellers, MAI, SRA

May 1-3, 2010

Cooperation



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- Active cooperation amongst professional organizations
 - Education
 - Government Relations
 - Federal
 - State

Federal Cooperation



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- Joint Government Relations Agreements
 - ASA, ASFMRA, NAIFA cooperative agreements with AI
 - 50+ official comment letters
 - Testified jointly before Congress 12 times since 2003
 - Joint-official meetings (Treasury, Justice, HUD, Fannie Mae, Interior, Agriculture, etc.)
 - Supplemented DC office activities by retaining a top government lobbyist

State Cooperation



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- Joint cooperative agreements expanded to include state government relations coordination in 2007
 - Washington office informs, advises and coordinates state activities with chapters
 - Model bill development
 - Issue alerts (Capwiz)
 - Technical assistance (bill review, testimony and letter writing)

State Cooperation



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- State Coalitions
 - Typically organized and led by professionally affiliated appraisers and/or state chapter organizations
 - Currently coordinating with 17 state coalitions (Arizona, California, Florida, Georgia, Illinois, Indiana, Maryland, Missouri, Nevada, New Jersey, Ohio, Oregon, South Carolina, Tennessee, Texas, Utah, Washington)



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State Cooperation

- Elements of effective coalitions
 - Strong/consistent financial support (model of sustainability)
 - In the capitol lobbyist
 - Strong/consistent member leadership
 - Formal organization (bylaws)
 - Geographic representation
 - Single voice

State Cooperation



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- Current initiatives
 - AMC registration
 - Mandatory licensing for appraisers
 - Advancing the profession
 - State funding



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Working Together

- Our wish list
 - Targeting most egregious violators
 - Consistency of enforcement
 - Unauthorized practice of appraisal
 - Portability of licensing
 - Education approval/consistency
 - Elevation and advancement

Working Together



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- How we may help you
 - Resources for enforcement
 - Funding
 - Professional expertise
 - Information sharing
 - Voice to your concerns
 - Chapters and chapter-involved coalitions

Some Final Thoughts



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- Our economies are global
- Respect for the valuation profession
- Asset management and disposition valuations (non-origination)
- Non-lending valuations
- Public Accountability

Thank You



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- Questions?



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