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Members Continue  
Habitat for  
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*Cardinal Ohio Chapter Newsletter, as compiled by it's officers and board members.  
Submissions and/or comments are appreciated.*

## PRESIDENT'S MESSAGE

I hope you all have been doing well and that we finally have all the mud off of our boots from this incredibly wet spring.

I am sorry to report to you that Dennis Nash, SRA passed away this Spring. Dennis served on various committees and was associated with the old Ohio Chapter and the Cardinal Chapter since the 1970's. Most recently he served as our SRA Associate Guidance Chairperson. He was truly a free spirit, great listener and adventurer at heart and he will be missed by all of us. Cards can be sent to the Nash family at 676 Bluffview Drive, Columbus, Ohio, 43235. Gary and Mary Anne would be glad to hear from you. Dennis was 61 years old.

Some up coming events that you will find interesting and educational are:

On Friday, **May 7<sup>th</sup>**, the **Annual Bob Jackson Memorial Golf** outing will be held at Kings Island in Cincinnati, Ohio. Tee times are still available. Bob, a mentor, role model and friend always had a nice word for the young people in our group and worked diligently to promote it and the appraisal profession. This is always an enjoyable event. Funds are used to provide scholarship money to college students pursuing degree's in appraisal and real estate. Call Ray Jackson, MAI for additional information @ 513-321-7766.

The Thursday, **May 13<sup>th</sup> Quarterly Meeting**, to be held at the O.S.U. Fawcett Center, is going to be an experiment with "throw back" to the past scheduling. This will be an all day event, starting at 8:00 a.m., with a 4 hour, State of Ohio and Appraisal Institute approved "Loss Prevention" seminar put on by the Appraisal Institute's approved liability insurance carrier, Liability Insurance Administrators (LIA). J. Gordon Forester, Attorney at law, and Robert Wiley, Senior Underwriter, will be the main speakers. Topics will include:

- Why is there increased litigation against appraisers and how to avoid it.
- What happens if I'm sued?
- How to deal with a lawsuit and the steps involved.
- The appraiser and the subpoena process.
- What kind of things do appraisers do to get sued for?
- What types of language should be included in your appraisal to avoid liability?

**PRESIDENT'S MESSAGE - Continued**

- Errors and Omissions Insurance and the different types of coverage.

We will have a working (box) luncheon and Tony Mollica, MAI, Ray Jackson, MAI and Robert Mann, attorney at law, will host a one hour discussion and open forum regarding the "Real Estate Appraiser and the subpoena process". Over the years, I've been subpoenaed four times. The only time I ever made it to the stand was in October of 1989, during the first week of starting the Dennis B. Pell Company

The 1989 subpoena stated that I serve as a "fact" witness on work I prepared for my past employer, a large bank in Cleveland. The subpoena and my testimony were used for divorce settlement purposes and had nothing to do with the original purpose or function of the appraisal report. I learned that once served a subpoena, you must show up for court. My professional fee for wasting a half day was \$6.00 (now it is \$8.00). In September 2003, I was issued a subpoena again, on bank related work I prepared seven years prior. The related issue was the dissolution of a limited liability partnership, which also had nothing to do with the purpose or function of this dated appraisal report. At this time, I called Jeff Liskar, Vice President in the Legal Department Appraisal Institute, in Chicago, and asked him what rights do appraisers have regarding the subpoena process? Jeff mentioned that I contact LIA, as the Institute's approved seminar, which they sponsor, covers this issue in detail. So I did and this is how we asked LIA to come to Columbus, as sooner or later all of us will be issued a subpoena. The dissolution of partnership case was settled along with my two other subpoena related cases, both divorce settlement cases, referencing dated bank related appraisal reports. The cost for this event is \$50.00 Please see our web site @ [www.cardohio.org](http://www.cardohio.org) for additional information and enrollment.

Following our working luncheon, we will have our Cardinal Ohio Spring Quarterly Meeting. Everyone is invited to attend.

In the 1970's and 1980's associates, then referred to as candidates, had to attend at least two Ohio Chapter quarterly business meetings per year to show their "sincerity of purpose". This for sure was part of the designation process and over 70 designated members and candidates would attend our meetings, When I first attended these meetings, I knew no one. Over the next several years, approximately 15 candidates I met at these functions, with the help of Gary Nash, MAI, set up the first Institute related, week-long designation requirement courses offered in this part of the country. Prior to this, appraisers wishing to pursue their professional designation had to attend classes either at the University of Georgia or at Indiana University.

Over the next five years, this group stuck together, organized and took classes, finished our demo's, helped each other out and completed the designation process. Attending the Institute's business meetings and getting to know other associates and Institute instructors has done nothing but help me throughout my career. I have remained friends with members of this group and have shared and sought help with and from them over the years.

Please try to attend our May 13<sup>th</sup> seminar, luncheon and quarterly meeting. If we get a good turn out, we will try to have another special event at our September 9<sup>th</sup> meeting and keep this format going.

Please pray for our young men and women serving in our armed forces. Hope to see you along the way.

**Dennis B. Pell. MAI. SRA**



## Regional & Chapter Meeting Updates

Regions V, IX and X Joint Regional Conference is May 20-22, 2004 at The Caribe Hilton in San Juan, Puerto Rico.

### Conference Registration

A centralized online registration system has been established through the Atlanta Area Chapter's website at [www.aialanta.com](http://www.aialanta.com). Simply log onto the home page and click on the link provided. The online system is for all seminars, meetings, cocktail reception and party. There is no fee to attend the meetings, reception, or party - only the seminars have a charge. If you are only registering for the meetings, when asked, "how will you be paying," click on "pay in person" or "check in the mail" so that the system knows there are zero (\$0) dollars owed. You will receive an instant confirmation as well as one by email.

### Hotel Reservations

Hotel reservation information is included in the brochure. You are encouraged to make your guest room reservation as soon as possible. Please refer to the brochure for room rates and booking information. We anticipate filling the guest room block as approximately 185 guest rooms have already been booked!

### Meetings

Please note that four meetings have been scheduled:

- Chapter Leadership/Presidents' Meeting (Friday - 1:00-3:00 p.m.)
- Education Network Meeting (Friday - 3:30-5:30 p.m.)
- Associate Guidance Meeting/Training (Friday 3:30-5:30 p.m.)
- Regional Meeting (Saturday - 8:00 a.m.-5:00 p.m.)

### Education

Three exceptional one-half day seminars, appealing to residential and commercial disciplines, will be offered totaling 10 hours continuing education credit.

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### Good Appraiser Motto:

It is easier to do a job right than to explain why you didn't.

--Martin Van Buren

### Activities

Travel Services, Inc. is coordinating all tours, golf, and activities. Use the registration form (included in the brochure) to register and pay for activities directly through Travel Services, Inc.

### Caribbean Rumba

All Appraisal Institute members and guests are invited to the special celebration, Caribbean Rumba, which will be held on Saturday, May 22 at 7:30 p.m.

## Public Relations Information

If you are aware of any public relations type activities affecting the industry whether it be something you are directly involved in or have been made aware of, please contact the Chapter's PR Chair so we can get some press. The same holds true for questions you may

have fielded for newspapers or publications. If it is newsworthy, we are interested in letting our members and/or public know about it. If you are uncomfortable fielding questions from the press, you can direct them to the PR Chair or the President.

Raymond A. Jackson  
(513) 321-7766  
[rayjlive@rajackson.com](mailto:rayjlive@rajackson.com)

## Habitat for Humanity

Get up and volunteer. As a wise man once said....

**Don't stay in bed,  
unless you can  
make money in  
bed.**

- *George Burns 1896-1996*

Tom Kaliker, MAI, with U.S. Realty Consultants in Columbus, organized our first Habitat for Humanity work project this past Saturday, April 17<sup>th</sup>. Eight appraisers from around the state insulated a new 1,200 sq.ft., frame, vinyl sided colonial dwelling located on Harvard Avenue in Columbus, Ohio. By days end, we had completed about 85% of this project. The future home owner worked along with us and sincerely appreciated all of our efforts. This was a worthwhile and rewarding event. Our next volunteer project for Habitat for Humanity will be May 15<sup>th</sup> (Saturday) starting at 8:00 a.m. Once again we will be working on a home in the Columbus area. Please try to join us for all or part of the day. Call or email Tom Kaliker at 614-221-9494 ext. 150 or [tkaliker@usrc.com](mailto:tkaliker@usrc.com) for further information.

Last year was a tremendous success and work performed by our members and friends totaled over 100 hours, which was very much appreciated by the new homeowners and the community. We plan to continue this volunteer project each year as a "give back" to our communities. In addition, we are planning to organize a "volunteer day" for several homes in Cincinnati and in other areas of the state. Dates and times will follow as they are accomplished.

Please respond to our request for Columbus volunteers no later than May 1, 2004. There is some coordination needed, as food will be provided. Thank you for donating your time on the following dates: Saturday, April 17, 2004 and Saturday, May 15, 2004

## Habitat May 2004



## 2004 Course/Seminar Schedule

*Appraisal Institute courses offer the best level of real estate related education available in the market.*



<u>Date(s)</u>	<u>Event</u>
4/15 - 4/16/2004	Evaluating Commercial Construction
5/13/2004	LOSS PREVENTION
5/14/2004	Evaluating Residential Construction
6/10 - 6/11/2004	COURSE 620: Sales Comparison Valuation of Small, Mixed Use Properties
6/25/2004	Course 400: USPAP National 7-Hour Update
7/19 - 7/24/2004	COURSE 510: Advanced Income Capitalization
8/12/2004	Understanding Easements - What is Being Acquired?
8/13/2004	Developments and Easements - Can They Co-Exist?
8/27/2004	Course 400: USPAP National 7-Hour Update
9/13 - 9/18/2004	COURSE 110: Appraisal Principles
9/24/2004	Chapter-sponsored: Legal Strategies of Acquisition: The Attorney and the Appraiser
10/11 - 10/16/2004	COURSE 520: Highest and Best Use
11/11 - 11/12/2004	COURSE 410: Uniform Standards of Professional Appraisal Practice
11/14/2004	COURSE 420: Uniform Standards of Professional Appraisal Practice
11/19/2004	Course 400: USPAP National 7-Hour Update
12/10/2004	27th Annual Real Estate Economic Seminar

Thanks to the dedicated Education Committee their hard work this year. Your Education Chairs for 2004 are **RONALD M. EBERLY, JR., MAI** and **JOHN M. GARVIN, MAI**. The education provided by the Chapter continues to evolve and we strive to provide the classes and seminars that our members need and ones which are a benefit to their careers.

If you have any suggestions for courses, topics, etc. let us know.

**Which designation can we help you achieve?**





## Job Listing Humor

### "Competitive Salary"

We remain competitive by paying you less than our competition.

### "Casual work atmosphere"

We don't pay enough to expect that you will dress up; a couple of the real daring guys wear earrings.

### "Some overtime required"

Some every night and some every weekend.

### "Must have an eye for detail"

We have no quality assurance.

### "Problem-solving skills a must"

You're walking into perpetual chaos.

### Phrases for you to use in an interview:

#### "I take pride in my work"

I blame others for any mistakes.

#### "I am very adaptable"

I've changed jobs a lot.

#### "I am on the go"

I'm never at my desk.

#### "I'm highly motivated to succeed"

The minute I find a better job, I'm outta here.

## Help Wanted

### Bank One

**Columbus, Ohio** - Review Appraiser position available at Bank One in Columbus, Ohio. Seeking an experienced general certified appraiser (prefer minimum 5 years appraisal experience). Some review experience and an MAI or senior candidate preferred. Position requires excellent oral and written communication skills as well as the ability to manage multiple tasks simultaneously. Please submit resume to [reena\\_flowers@bankone.com](mailto:reena_flowers@bankone.com).

### Senior Review Appraiser

**MIDWEST** - National commercial mortgage investment group seeks MAI appraiser to review outside written appraisal reports for a national portfolio of diverse income-producing properties. A six figure compensation package, including comprehensive benefits and relocation assistance, will be offered. Interested candidates should forward a detailed resume, including most recent compensation level and geographic preferences, to: [chrisgroup@charter.net](mailto:chrisgroup@charter.net). Christopher Group Executive Search

For additional appraisal related job openings, visit the Appraisal Institute web site at [http://www.appraisalinstitute.org/resources/positions\\_available.asp](http://www.appraisalinstitute.org/resources/positions_available.asp) and check on the national listing for help wanted.

If you have an position to fill or would like to find a new career in the appraisal industry send us short one paragraph description of the position and/or of yourself and we will include it in the next edition of the newsletter.

## More Habitat May 2004



**Cardinal Ohio Chapter**

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We're on the Web!

See us at:

[www.cardohio.org](http://www.cardohio.org)



**Appraisal Institute/Chapter Meeting Update**

- The next Chapter Board meeting is scheduled for May 13, 2004 at the OSU Fawcett Center. Along with the quarterly meeting Dennis Pell has arranged for a ½ day Loss Prevention Seminar. Four (4) hours of continuing education is available from the State and AI for this seminar. The seminar will feature Mr. J. Gordon Forester, attorney at law in Washington D.C. Also, speaking will be Robert Wiley, Senior Underwriter with Liability Insurance Administrators.
- Cost is \$50 per person and includes a working box lunch. During the lunch the topic of discussion will be The Appraiser and the Subpoena Process. Anthony Molica, MAI and Ray Jackson, MAI will be the moderators for the lunch discussion. Contact Sally Lawton to register at 614-442-3391.
- For more information about national Appraisal Institute meetings refer to the AI website at <http://www.appraisalinstitute.org/>.

**2004 Officers & Board Members**

<p><b>OFFICERS</b></p> <p><b>Dennis B. Pell, MAI, SRA</b> <i>President</i></p> <p><b>Robert Domini, MAI</b> <i>Vice President</i></p> <p><i>Alexander Harris</i> <i>Secretary</i></p> <p><b>James A. Herbig</b> <i>Treasurer</i></p> <p><i>Sally Lawton</i> <i>Executive Director</i></p>	<p><b>Directors 1-Year Term</b></p> <p><i>Ronald M. Eberly, MAI</i></p> <p><i>Jeffery H. Walker, MAI</i></p> <p><b>Directors 2-Year Term</b></p> <p><i>John M. Garvin, MAI</i></p> <p><i>Kenneth E. Wilson, MAI</i></p> <p><b>Directors 3-Year Term</b></p> <p><i>Gary S. Wright, MAI</i></p> <p><i>James Burt, MAI</i></p> <p><i>Mitchell R. Newton, SRA</i></p> <p><i>Thomas L. Francis, Sr, SRA</i></p>	<p><b>Regional Representatives</b></p> <p><b>Roger D. Thornton, MAI</b></p> <p><i>C. Scott Bernard, SRA</i></p> <p><i>Ronald M. Eberly, MAI</i></p> <p><b>Robert Domini, MAI</b></p>
<p><b>Chairpersons</b></p> <p><i>Dennis B. Pell, MAI, SRA</i> <i>Associate Guidance MAI</i></p> <p><i>Paul S. Dotterman, SRA</i> <i>Admissions SRA</i></p> <p><i>Thomas R. Horner, MAI</i> <i>Admissions MAI</i></p>	<p><i>Dennis M. Nash, SRA</i> <i>Associate Guidance SRA</i></p> <p><i>Ronald M. Eberly, MAI</i> <i>Education Chair</i></p> <p><i>John W. Uttley, III, SRA</i> <i>Government Relations</i></p> <p><i>Raymond A. Jackson, MAI</i> <i>Public Relations</i></p>	<p><b>Regional Rep Alternatives</b></p> <p><i>Raymond A. Jackson, MAI</i></p> <p><i>Alexander Harris</i></p> <p><i>Thomas D. Kitz, MAI</i></p>

**Questions or Comments**

Any questions and/or comments regarding the newsletter can be sent to the Chapter Office via the email link to the left.

Also, any submissions you feel would be of interest to the Cardinal Ohio Chapter membership can be forwarded to the Chapter Office for consideration in the next newsletter.

Thank You,  
Roger D. Thornton, MAI