

# NH Chapter of the Appraisal Institute Spring / Summer 2015 Newsletter

## CHAPTER MEETINGS AND CONTINUING EDUCATION

### September 15, 2015

#### **The State of the NH Economy**

**Dennis Delay**

Economist at the NH Center for  
Public Policy Studies

4 PM

2 Hours of NH CE

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### November 17, 2015

#### **Drone Technology for**

#### **Real Estate Professionals**

presented by

**Lamar H. Ellis, III, MAI, SRA**

President of Aerial Real  
Estate Solutions, LLC of

Atlanta, GA

1 PM to 5 PM

4 Hours of NH CE

More info on our website soon!

Seminar and Social

Free appetizers

Monies collected at the door

**Ichiban Steakhouse**

**118 Manchester St,**

**Concord, NH 03301**

Exit 13 off I-93. East on Rt. 3,  
approx. 1 mile. Restaurant is on  
the right.

## FOCUS ON EDUCATION

### Two 7-Hour National USPAP Updates, 2016-2017 Version

**December 9, 2015**

at the Red Blazer, Concord

Bruce Hunter, MAI

**January 22, 2016**

at the Red Blazer, Concord

Gregory Accetta, MAI, AI-GRS

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### **NEW SEMINARS!**

### Advanced Excel for Appraisers, 7 Hours

**October 22, 2015** at the Ichiban Restaurant

David Cornell, MAI

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### Drone Technology for Real Estate Professionals

**November 17, 2015**

Check our website for more info!

**Register for all of the above courses here:**  
**[www.appraisalinstitute.org/education/](http://www.appraisalinstitute.org/education/)**

**NH Chapter of the Appraisal Institute**

**2015 OFFICERS:**

President,  
Katrina Hill, SRA

Vice President  
Catherine Capron

Treasurer,  
Duane H. Cowall, MAI

Secretary,  
Karen D. Ryan, SRA

Past President,  
Brian White, MAI, SRA

**2015 DIRECTORS:**

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David Cornell, MAI

Scot D. Heath

Mark J. McCann, MAI

Wesley G. Reeks, MAI, RM

Chet Rogers, MAI

**EXECUTIVE DIRECTOR:**

Cynthia Rogers

**DISTINGUISHED SERVICE AWARD**

Vern J. Gardner, Jr., MAI, SRA, right, was presented with the Distinguished Service Award at the March 2015 chapter meeting.

Vern is a past president, vice president, secretary of the NH chapter, and has served as the chair of the Nominating, Bylaws, Public Relations, Associate Guidance and Admissions committees.

Thank you, Vern, for all you have done for the NH Chapter.



**NEW DESIGNATED MEMBERS**



President **Katrina Hill, SRA** presented **David Cornell, MAI** (center) and **Jack Lavoie, SRA** with their designation certificates at the January Chapter meeting. *Congratulations, David and Jack!*



**Online Education:**  
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**Appraisal Institute®**  
*Professionals Providing Real Estate Solutions*

## Liability Issues for Appraisers Performing Litigation and Other Non-Lending Work

Presented by **Peter Christensen**, General Counsel of Liability Insurance Administrators, March 10, 2015

Peter Christiansen flew in from California to present a three-hour seminar to our Chapter. The focus of his seminar was non-lending appraisal work and the reduction of liability when providing appraisal services. Interesting excerpts included:

- \* *Basic Liability Prevention for Non-Lending Work Starts with a Good Engagement Letter* - Carefully define scope of work, narrowly define intended users and use of the report, very clearly limit use to intended use, get the date of value from the client, and consider limitations of liability
- \* *'Limitations of Liability'* Recommendation to include in contract a statement limiting any damage award to the amount of the appraisal fee paid.
- \* *Recordkeeping* - He recommends workfile retention for 7-8 yrs. 'USPAP's minimum recordkeeping requirement (of 5 yrs) does not affect the Statute of Limitations' .
- \* *Engagement Letters* - should include detailed information on the following, if applicable to the assignment:

Intended Users  
 Scope of Work  
 Date of Value  
 Appraisal Conditions  
 Subpoenas and Testimony  
 Limitations of Liability



**Above:** Peter Christensen, Liability Insurance Administrators

Suggested Items to leave out of engagement letters:

*Arbitration Clause* - Recommended not including arbitration as a means of resolution does not help with the collection of fees, increases likelihood of client asserting claim for negligence or breach of contract against firm, & appraisers are less likely to prevail in arbitration than in court.

*Attorneys Fees Clause:* Leave it out, as it tends to increase costs of E&O insurance over time.

**LIA Administrators & Insurance Services** is a national insurance administrator, specializing in Errors and Omissions Insurance for Real Estate Appraisers since 1977. Our president, Robert C. Wiley, has over 40 years of experience providing Property & Casualty and Accident & Health insurance to national associations and their members. We build a partnership with our clients not only offering insurance protection but also educating them in risk management and loss prevention via articles, Claim Alerts and Loss Prevention Seminars. This is all built on Mr. Wiley's core foundation of offering excellent service.



**Above (left to right):** Robert Concannon, MAI; Katie Wheeler and Jamie Thompson, (both Senior VPs at Eastern Bank) presented a seminar on "Commercial Lending and Real Estate Collateral Appraisal Process" on May 12, 2015.

### MORE MEMBER NEWS

**David Cornell, MAI**, attended the Appraisal Institute's 2015 Leadership Development and Advisory Council Meeting in May in Washington, D. C. as the New Hampshire Chapter's representative.

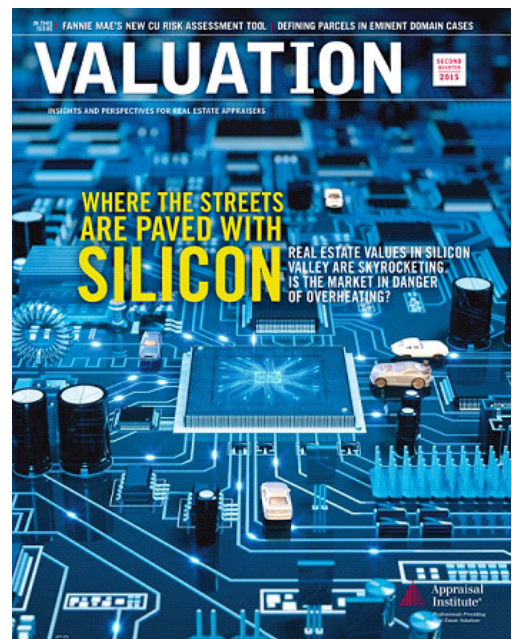
**Rex Norman, CAE, CNHA**, retired from his position as Assessor for Windham, NH in December 2014, after 15 years with the town.

**John DiMarzio, White Mountain Appraisals, Inc. of Franconia, NH** is a new Practicing Affiliate.

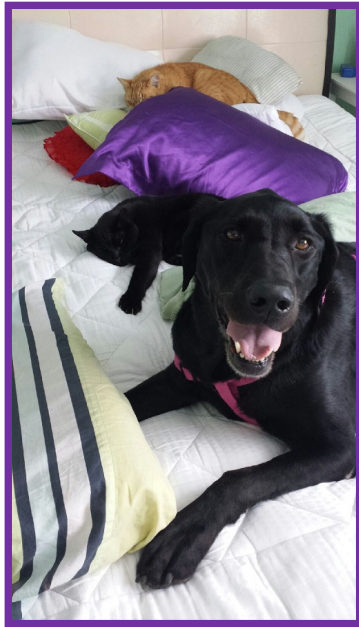


**Above:** The New Hampshire Chapter of the Appraisal Institute 2015 Officers and Board: L to R: Mark McCann, Robert Concannon, Brian White, Duane Cowall, Catherine Capron, Chet Rogers, Katrina Hill, Jack Lavoie, Karen Ryan, David Cornell

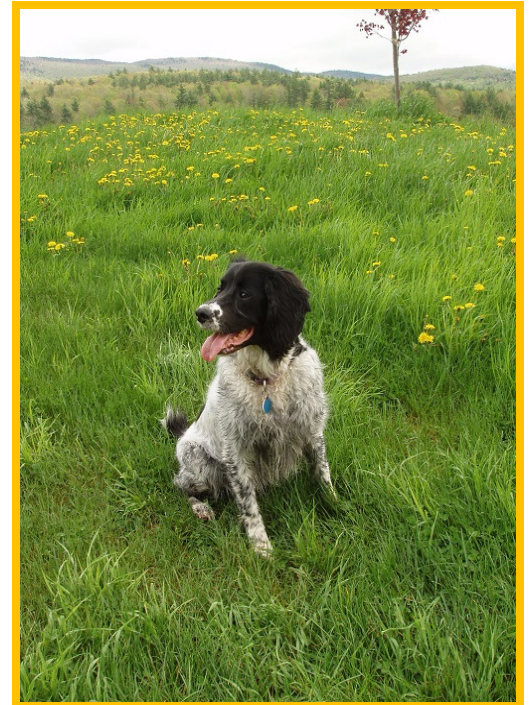
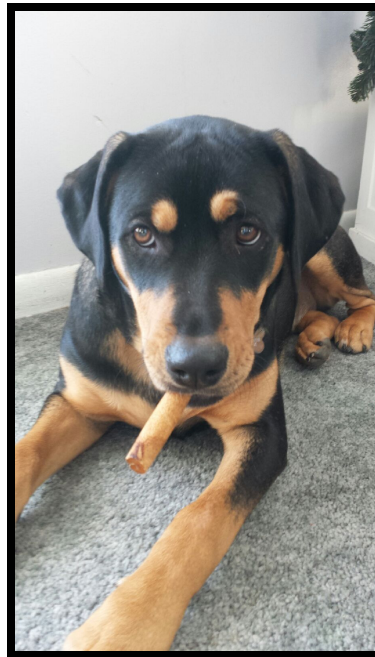
### THE LATEST EDITION OF VALUATION IS OUT NOW..



Appraisers love animals, our own and those we meet in the field. Here are a few of our AI-NH dogs. If you want your canine or feline companion featured in the next issue of the Chapter newsletter, send a photo to [kdryanappraisals@comcast.net](mailto:kdryanappraisals@comcast.net) along with the pet's name.



**Above:** cats Tiger and Pete, and dog Lily. **Right:** Coco, the appraisal dog. All are Past President Brian White's assistants, and he tells us they NEVER question values!



**Above:** Bridget the Wonder Dog accompanies Karen Ryan on inspections and loves a good run (such as here at Gunnison Lake, aka the Goshen Ocean).



Tarzan says.... "We wish you smooth summer voyages. See you in the fall!"

**Left:** Tarzan guides Katrina Hill, SRA when she takes comp photos on Lake Sunapee