



Appraisers' Voice

A Quarterly Report of NAIFA Activities and Events in Service to Appraisal Professionals

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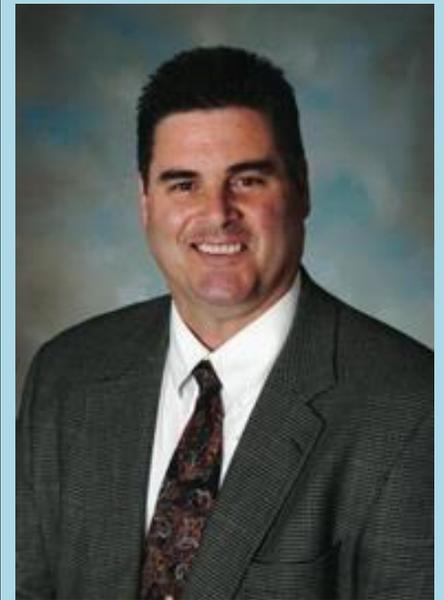
My Dear Professional Valuers of Real Estate,

One year has flown by and this will be the last time that I formally present a communication to all of you as your 2016 National President of NAIFA. It has been an interesting time in my life; one that I will certainly never forget. As your President, I have attempted to give my expertise, imparted skills and some life lessons in these messages.

I have aptly learned a great deal. I have learned that NAIFA is underpinned by a managerial team that gives selflessly of their time and know-how. Being involved with our present staff, I value the business culture that I have been exposed to, and for me, I have much more empathy for what it takes to run our association. The strategic and financial planning is endless and challenging, especially in these most difficult times for our profession. Thank you to Kevin Hacke, former Executive Vice President; Pam O'Brien, current Executive Vice President; Meredith McCann, Staff Liaison; and Toni Barbarone, Staff Liaison. You have done a remarkable job in helping to keep our organization effectively moving forward.

It takes a group of very special professional people committed to NAIFA on a frequent basis for the organization to be successful. I am

President's Message



Louis A. Bonato, IFA

Industry News

Recent and Relevant News

Calendar

Upcoming Courses & Events

Thursday, January 26, 2017

- [Better Safe Than Sorry](#)

Location: Murfreesboro,
Tennessee

Friday, January 27, 2017

- [Residential Appraisal Review and USPAP Compliance](#)

Location: Murfreesboro,
Tennessee

Thursday, February 2, 2017

- [Better Safe Than Sorry](#)

Location: Mayetta, Kansas

Friday, February 3, 2017

- [Developing and Supporting Adjustments](#)

Location: Mayetta, Kansas

Friday, February 10, 2017

- [Course 2.4 - Roadmap System to Income Capitalization](#)

Location: Jackson, Tennessee

extremely grateful for the role that everyone has played throughout the year. For a president to be effective in any given year, a strong governing board is necessary to jointly oversee the activities of our organization. Our 2016 governing board is made up of officers and directors. A thank you to our line of officers; Dave Doering, President Elect; Mark Evans, National Secretary; and Robert Luciani, National Treasurer. Also a thank you to our national directors; Chuck Blau; Mike Cordell; Nena Henderson; Jerry Jones; Michael Lange Sr.; Michael Lange Jr.; Bob Solotist; Gregory Zieba; and Ronald Zielke, Jr. I could not have served my term efficiently without your commitment to our organization.

This year has also taught me the value of having a positive and enthusiastic group of volunteer leaders. I have witnessed my fellow 2016 committee chairs and representatives giving tirelessly of their time to enhance the image and brand of NAIFA. I want to acknowledge that you have all played a key part in making my time as your president easy and more productive. You all need to be recognized; Admissions, the late Carol Ames; Bylaws, Terry Clark; Education, Nena Henderson; E&R Trust, Mike Orman; Fiscal, Rob Luciani; Leadership Development, Randle Kopfer; Legislation, Ann Susko; Marketing, Sherrie Galderisi; Membership, Randy Shervey; Professional Standards, Terry Evans; NAIFA-ASA Task Force, Mark Evans; CNARA Task Force, Randy Shervey; and TAF representative, Tom Munizzo.

Of course I also need to finally acknowledge this year's 2016 National Instructors, State Directors and Chapter Presidents. There are too many to name individually, but I wholeheartedly give a special thanks to you all. The NAIFA message begins first at the local and state levels then culminating at the national level. At these levels the importance of belonging to our national organization of NAIFA is communicated through the continued promotion of the benefits of education, industry information, legislation representation, marketing and promotion, partner discounts, quality networking and monetary gain.

Having so much support as the president, makes maintaining the integrity of our association's vision and member satisfaction easier, and still allows for an environment open to innovative change. Advice was freely given, always in a positive way, and constructive criticism and suggestions were offered. So I thank you for allowing me to be part of the following as your president.

Saturday, February 11, 2017

- [Better Safe Than Sorry](#)

Location: Jackson, Tennessee

Wednesday, April 19, 2017

- NAIFA New Jersey Conference

Location: Atlantic City, New Jersey

[View the NAIFA calendar](#) on our website.



[View Archived Issues of Appraisers' Voice](#)

Find & Follow NAIFA



- Representation with The Appraisal Foundation (TAF), it's working Boards and The Appraisal Foundation Advisory Council (TAFAC)
- Legislative and regulatory representation in Washington, D.C. through our partnership with ASA
- Outreach to sister organizations
- Exposure Drafts
- NAIFA News
- Appraisers' Voice
- New membership benefits
- NAIFA incentive contests
- Speaking engagements

Through the years I have been shaped by my colleagues and friends of NAIFA. I have a myriad of experiences, too many to mention, that have had an impact on my life in a memorable and meaningful way. Did I mention there is plenty of social interaction? Thank goodness all of you are not gossipers and can keep secrets. I am not sure if I have left an indelible mark as your president because so often we are judged in a fleeting instant, but I have served you to the best of my ability and given the personal effort I believe the presidency requires.

John Wooden once said, "It's amazing what can be accomplished when no one cares who gets the credit." Challenges were set before me, but they were met by the tremendous support of the NAIFA team and their belief that it could get done without looking for personal recognition.

There is a future of challenges to conquer as our profession in under continued assault. Only organizations like NAIFA are up to the task of representing so many, but for how long? In one of my first message to you as President I had indicated that as an association we are in good shape today, but noted that we need to look forward and ask ourselves, "what does the future hold?" The strategy must change for those in our association who wish to remain in a professional organization. During this past year new strategies have been explored. I am sure it will continue because there is passion among the new leadership to identify what is the best for NAIFA and its membership. In order to compete, change is inevitable and we will have to improve our business model. So our future is "subject to completion." Moving forward, are you all ready to finish the NAIFA journey to fruition, believe in a bright future and the next steps required in order to do so?

As I reflect on the past year and the years leading up to my presidency all the faces of my NAIFA colleagues come to mind. I consider myself lucky that I am able to count on so many of you. I am indeed incredibly fortunate to have been surrounded by so many professional valuers of real estate. All of you are special in your respective and unique ways. Now I humbly join a great group of appraisers as Ex-Officio/PNP and I will be helping our new leadership not from the playing field, but from the sidelines.

I wish to extend my warmest thanks to everyone for the positive role that you have played in my time leading up to the position of National President. Also I wish to extend a special word of thanks to the following people: The late Carol Ames, Chuck Blau, Al Cerone, Joni Cook, Dave Doering, Sherrie Galderisi, Nena Henderson, Blyth Kelly, Mike Lange Jr., Mike Lange Sr., Rob Luciani, John Marrazzo, Tom Munizzo, Mike Orman, Molly Orman, Joe Ravitz, Bob Solotist, and Don Springer. Finally, I wish to extend my heartwarming thanks to my loving wife Linda, who allowed me to devote the necessary time needed for this role in our fine organization.

Below are some parting shots past & present of myself and the 2016 NAIFA team:













Now being the month of December, it would be remiss of me not to wish everyone a wonderful and healthy Holiday Season. For those of you who enjoy the traditional greeting, Merry Christmas, and Happy New Year.

I thank you all once more for the 2016 shared journey.

Cordially,

Lou

Louis A. Bonato, IFA
2016 NAIFA National President



PS: This message does not mean I am retired....lol.

NAIFA Membership Renewals

Membership renewal reminder: Your NAIFA membership expires on 12/31/2016. Be sure to renew now to ensure your membership does not lapse.

Here is what you have to look forward to in 2017:

- New affinity partnerships for your business, including health insurance and business marketing services
- Online opinion and topical surveys on naifa.com
- Legislative and regulatory representation in Washington, D.C.
- Responses to Appraisal Foundation exposure drafts
- New and revised NAIFA educational courses
- Online education
- Monthly issues of NAIFA News
- Quarterly issues of Appraiser's Voice
- Industry news, TAF and Appraisal Subcommittee updates, and topical surveys on NAIFA.com
- Establishment of the NAIFA – A La Mode Community Partnership for appraiser continuing education

To renew online:

Start by logging into your membership record with your username and ID at www.naifa.com. If you need your login information click on "Forgot Your Password?" to have it resent to you. Once you have logged in follow the steps below.

- Click on the membership info link on the right tool bar
- Click on securely renew your membership now
- Select your appropriate membership rate and review your contact information
- Input your credit card information to pay online electronically

If you need to print an invoice for internal processing, please follow these steps:

- Go to www.naifa.com
- Click on the membership info link on the right tool bar
- Click on securely renew your membership now
- At the bottom of the page select bill me, and submit securely online
- You will be taken to a dues payment thank you page where you can view/print your dues invoice.

If you are pay by check, please mail it to the following address:

NAIFA Lock Box
8259 Solutions Center
Chicago, IL. 60677-8002

Contact info@naifa.com or call 312-321-6830 with questions.

NAIFA Chapter Reminder

It is that time again to get your new chapter officers elected! Election forms are due back to National by Friday, December 16, 2016. Please email those forms to info@naifa.com, or fax to 312-673-6652.

Online Education Available Now!

In addition to our [live classes](#), NAIFA is now pleased to partner with Career WebSchools to offer online Real Estate and Appraisal education.

To access this premier online education, please click on one of the links below:

[NAIFA Members*](#)

[Non-Members](#)

*NAIFA members will need to log in to access this page. Please use the "Forgot Your Password?" feature if you do not remember your login information.

A La Mode - Community Partnership Program News

One of the benefits of our organization being an A La Mode Community Partner is getting an exclusive "Give Back Code." Our code is **AFFNAIFA**. Use it on your A La Mode purchases and they'll donate a portion of what you spend. Nationally, A La Mode expects to donate hundreds of thousands of dollars each year to groups like ours. That is a big commitment and we're happy to include ourselves among those recipient organizations.

Again, our unique code is **AFFNAIFA**. That works whether you're renewing existing services, trying something new, or registering for a workshop. Every time you're checking out, remember to use code **AFFNAIFA** or tell the sales rep you're speaking with to add it. This continual funding from A La Mode really helps us advocate for you.

NAIFA Members Only Benefit

AHP - Association Health Programs

NAIFA members can receive up to 40% discounts off their health insurance needs. Contact AHP directly to obtain program information and request a quotation. [Click here](#) for more program information.

NAIFA Members Only Benefit

Access Denied - RFID Blocking Products

Protect Your Identity with Access Denied® RFID Blocking leather wallets, passports, purses and briefcases. Prevent thieves from skimming your personal information that is encoded and embedded on your credit cards, passport, driver's license and insurance cards. Stop thieves from remotely accessing your bank account and credit card numbers electronically. NAIFA members receive a 15% discount on all purchases! [Click here](#) to learn more!

Consumer Assistance

Free Appraisal Quote Service & Links

Wouldn't it be great if new leads, new business, and potential appraisal work could come to you without having to lift a finger? As a NAIFA member, it can! [Order an Appraisal](#) was designed by NAIFA in order to bring members new work at no added cost to the member or consumer.

How "Order an Appraisal" Works

NAIFA offers lenders, brokers, attorneys, and real property consumers the ability to contact qualified NAIFA appraisers in order to request a free quote and/or order an appraisal. Better yet, this is all done online - no paper forms to mail and no credit card information required. The entire process is completed in two easy steps.

Need an Appraisal?
Request a **FREE** quote with
Order an Appraisal!



1. Search and review local appraisers
2. Send those appraisers your basic job details and submit!

The request will then be routed electronically to your list of pre-selected appraisers. Once the NAIFA appraiser receives the request, he/she will send his/her quote back to the customer. If the customer is happy with a particular quote, he/she can then order an appraisal from that appraiser.

Participation is easy and included in all of NAIFA's memberships. To ensure that your name appears in search results, keep your online NAIFA profile updated. If you have not recently viewed or updated your profile, [click here](#) to go to the NAIFA website and log in to do so.

Consumer Assistance

The Consumer Assistance section of the NAIFA webpage has been updated with new resources for consumers:

- [What is an Appraisal?](#)
- [Why an Appraisal?](#)
- [Order an Appraisal](#)
- [Understanding an Appraisal](#)
- [Why a Professional Appraiser?](#)
- [A Lender's Guide to USPAP](#)

Click on any of the links above to view the latest industry and consumer information.

Industry News

Appraiser News: Open Letter to Donald Trump and Mr. Carson. Article by Bill Collins. [Click here](#) to view.

The Appraisal Foundation: On November 18, 2016, the Appraisers Qualifications Board (AQB) held a public meeting in St. Louis, Missouri. [Click here](#) to view the meeting summary.

NAA: On November 16, 2016, the Housing and Insurance Subcommittee of the House of Committee on Financial Services conducted a hearing on "Modernizing Appraisals: A Regulatory Review and the Future of the Industry." NAA member Dr. Samuel Henderson, MNAA, attended, representing NAA. [Click here](#) for the full article.

Chase: Mortgage Banking Collateral Underwriter III (Real Estate Appraisal Review Experience Required) opening in Lewisville, Texas. [Click here](#) for details.

Fannie Mae: Fannie Mae (FNMA/OTC) announced the launch of ground-breaking Day 1 Certainty™, a new initiative to provide its customers with freedom from representations and warranties on key aspects of the mortgage origination process. [Click here](#) to view the press release.

Working RE: Latest AQB Proposal on College Degree, Experience Requirements. [Click here](#) to read the full article.

Fannie Mae: Enhanced Property Inspection Waiver. Frequently asked questions. [Click here](#) to view.

Like What You're Reading?

Join NAIFA today to become one of us!

NAIFA: Your professional home.

[Click here](#) for more information!

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