

Massachusetts and Rhode Island Chapter Newsletter

December 2017



UPCOMING EDUCATION

General Income Part 1

February 14 – 17, 2018
Woburn, MA

2018/19 7 Hour National USPAP Update Course

February 22, 2018
Woburn, MA

2018/19 7 Hour National USPAP Update Course

March 1, 2018
Warwick, RI

General Income Part 2

March 21 – 24, 2018
Woburn, MA

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ONLINE EDUCATION

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MEETINGS & EVENTS

The next Chapter Membership meeting is scheduled for January 29, 2018. Look for details soon!

IN THIS ISSUE

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- New AI Professionals
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- Much more!

PRESIDENT'S MESSAGE - 2017 – A YEAR OF CHANGE

By Karen Friel, MAI, 2017 Chapter President

As 2017 draws to a close, the Massachusetts and Rhode Island Chapter of the Appraisal Institute will install a new President, Bud Clarke, MAI. I have enjoyed leading the organization over the past year but I owe a strong debt of gratitude to our Executive Director, Lianne Andreucci, to my fellow officers and to the Chapter's Board of Directors. We are fortunate to have an Executive Director with strong institutional memory and a keen knowledge of Appraisal Institute regulations and procedures with which she tirelessly trains our leaders every year. Our officers and Board of Directors are composed of appraisers who truly care about the profession. They ask the tough questions to keep our organization fiscally sound and responsive to the membership. Perhaps our most unsung heroes are our Education chairs; Ed Bowler, MAI and John Drew, MAI. In addition to their full time practice, they year after year have produced a portfolio of cutting edge educational offerings that carefully balance appraiser demand and cost feasibility.

The Chapter has enjoyed success in several areas this year. We awarded 2 SRA designations and 4 MAI designations and welcomed 5 new Candidates for Designation and 12 new Affiliates. Our September meeting featured a Candidate for Designation night, with networking opportunities for Candidates and a program highlighting designation tracks and strategies. The Chapter offered 9 qualifying education courses, 2 professional development programs, 3 continuing education seminars and 6 USPAP courses in Massachusetts and (cont'd on page 6)

Annual Holiday Meeting and Installation

Thursday, December 14th
@ Zachariah's Dining Room
in the Four Points by Sheraton
1125 Boston Providence Turnpike, Norwood, MA

Join us for dinner and holiday cheer as we welcome the 2018 Chapter Leadership and thank those who served the Chapter in 2017.

Schedule of Events

6:00 pm - Cash Bar Cocktail Reception and hosted appetizers
7:00 pm - Dinner to be followed by the Chapter Business Meeting and Installation of Officers, Directors, and Regional Reps

Cost: \$70 per person

[REGISTER NOW](#)

2017 OFFICERS & DIRECTORS

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[Jordan Hevenor, MAI](#)

Newsletter Committee

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[Lianne Andreucci](#)

Executive Director

51 Pleasant Street

PMB 164

Malden, MA 02148

781.397.8922

[Website](#)

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RHODE ISLAND BRANCH CHAPTER CORNER

Jordan Hevenor, MAI, 2017 Chair, RI Branch Chapter

The most important update from the Rhode Island Branch is December 31, 2017 marks the end of the Hope Scholarship Fund. Members of the Rhode Island Branch have just over a month to make their final scholarship requests.

Creation of this program was spearheaded by two past Presidents of the former Rhode Island Chapter, Bill McGovern, SRA and Ann Hollands, MAI, prior to the merger with the Massachusetts Chapter. Their vision was to use the scholarships as a way to give back to Rhode Island appraisers and ensure that Rhode Island candidates continued to have the support of the chapter on their path to designation. The Hope Scholarship Fund has been very successful in fulfilling this mission. Over the last five years, it has assisted many members in offsetting some of the costs to receiving their designations. As an even better credit to its success, some members were able to use the scholarship support to obtain multiple AI designations. As a small state, this fund was instrumental in increasing the number of designated members in the Rhode Island Branch Chapter.

We thank Ann Hollands, MAI and Bill McGovern, SRA for their forethought in developing and approving the Hope Scholarship program. Thank you as well to Bill McGovern, SRA, George Demopolis, SRA, and Brad Hevenor, MAI for their service on the board of the Hope Scholarship Fund over the last five years.

Starting in 2018, Hope Scholarship Funds will be commingled with the Hewitt Scholarship Fund and all future scholarships will be dispersed according to Hewitt bylaws.

BUSY 2017, MORE OF THE SAME IN 2018, Part 1

Edward V. Bowler, MAI, SRA, Education Committee Co-Chair - Courses

All the numbers aren't in but enrollment in 2017 educational offerings is at or above historic highs. Candidates for licenses and designation are aggressively pursuing their course requirements and licensed and designated members are fulfilling their continuing education obligations.

The Chapter's vigorous, "all-in" education program is making it easy for our candidates, designated members and other valuation professionals to achieve their goals without traveling, an expensive and time-consuming option.

Each year, along with numerous seminars and chapter-generated educational offerings, the required courses for trainee licensure are offered; along with the much-needed real estate finance and statistics course; the five "General" courses – Incomes 1 & 2, Sales, Cost and Market Analysis / Highest and Best Use; an "Advanced" course (Income in '17, Concepts in '18); often a review or a "green" valuation course; and others as they become available / required.

When you have got a good thing going, serving the needs of chapter AI Professionals and the real estate valuation community, why change? Our comprehensive but not 100% complete (always check the Chapter website for additional offerings) education schedule is presented on the back page. Let's hope 2018 numbers exceed those of 2017.

Looking for a particular class and don't see it on the schedule in 2018? Contact Lianne at the Chapter office to discuss at office@massri-appraisalinstitute.org

WELCOME to the Massachusetts and Rhode Island Chapter!

The Chapter is pleased to welcome the following new AI Professionals to our Chapter! The real estate professionals listed below have chosen to become part of the Appraisal Institute and open the door to world-class education and networking opportunities. As rapidly as the profession is changing, appraisers today need to prepare for the future. But it's tough to keep up on your own. Appraisal Institute opens the door for you to share in the collective wisdom and experience of 25,000 individuals who are working together to build a stronger future for the profession.

Nicholas Cass, Middletown, MA

Practicing Affiliate

John Charters, Natick, MA

Practicing Affiliate

Zach Durkin, Cumberland, RI

Practicing Affiliate

Jonathan Granville Lowe, Braintree, MA

Candidate for Designation

Brett Pelletier, Boston MA

Candidate to Designation

Shawna Rihani, Cranston, RI

Practicing Affiliate

Jason Taunton-Rigby, Boston, MA

Candidate to Designation

Cheryl Uva, Peabody, MA

Practicing Affiliate

EXPO HIGHLIGHT – TOO BIG TO FAIL

by Karen Friel, MAI, 2017 Chapter President
The 2017 New England Appraisers Expo was held on October 16th

The afternoon commercial session of the 2017 New England Appraiser Expo featured an “Old Home Day” style panel to dissect the causes of the spectacular \$2.5 billion failure of the bank that was too big to fail, the Bank of New England, and hopefully glean some lessons for today.

The panel was kicked off by Charles Douglas, SVP in Loan Control at BNE from 1981 to 1989 and author of the book, *The Outstanding Truth*, which details the motivations and events that led up to the cease and desist order issued by the federal regulators in January 1991. Bruce Wiley, MAI, recruited in 1990 to build BNE’s first appraisal department, carried the discussion forward. Bruce offered candid observations about the challenges of appraisal portfolio management and implementing the first round of FIRREA changes within a banking culture that was not altogether receptive to change. John Leary, MAI, was Chief Appraiser at Shawmut Bank, an organization experiencing similar culture shock. John’s insights as a member of the first Appraisal Standards Board illustrated the challenges of formulating and implementing the first version of USPAP. Finally, David Westcott, the current Chief Appraiser at Santander Bank synthesized the appraisal world today in light of the lessons of the early 1990’s.

Many of the old pressures remain; lenders have goals to meet but credit quality is important. The appraisal world is now more disciplined with well honed appraisal standards and a regulatory environment that prioritizes appraisals. We have our colleagues from the early 1990’s to thank for that. Copies of Mr. Douglas’ book, *The Outstanding Truth*, may still be available for purchase. Contact 2018 Chapter President Bud Clarke, for information.

SAVE THE DATE! The 2018 New England Appraisers Expo will be held on October 22, 2018

BABSON COLLEGE COLLABORATES with the Massachusetts and Rhode Island Chapter

by Karen Friel, MAI, 2017 Chapter President

The appraisal profession has definitely had its ups and downs. Most recently, the number of appraisers nationwide has declined from 121,000 in 2007 to 96,600 in 2017 nationwide. The age demographics are even harsher. Look around at any appraisal function and try to spot the millennials. There are not many and the few present tend to be legacy appraisers, those with a parent or other close family member in the profession. As an organization we struggle with the question of how to attract younger members. Yes, there are high barriers to entry but are there other reasons? How can we get the message out to young people making career decisions to consider real estate appraisal?

Enter Babson College Management Consulting Field Experience (MCFE) program. The MCFE program connects Boston area organizations with talented Babson students who work as pro bono consultants to address a current business challenge. A team of undergraduates advised by an MBA student spends the semester analyzing a particular problem then collaborate to resolve that specific business problem. At the end of the semester, the team presents its findings and recommendations.

The Massachusetts and Rhode Island Chapter submitted an application to address the following questions:

- Determine what the critical factors are for students choosing career paths.
- Determine what kinds of students to target (majors, skills).
- Formulate messaging to students around the benefits of a career in real estate appraisal including a variety of work assignments, flexible hours and a high potential for entrepreneurship.
- Develop social media campaign to expose students to the profession.
- Connect with any governmental resources available to encourage training in specialized professions.

Babson's MCPE received 40 applications for the fall semester program, and the Chapter's application was one of 12 selected. Since the initial kick off meeting on September 7, a team of five undergraduates has been analyzing our profession. These bright young people have learned a lot about the appraisal profession in a very short time. They interviewed current Appraisal Institute students to understand their career decisions and attended the October Chapter meeting to meet and interview more of our Candidates. They are also grappling with the employer side of the equation and have quickly figured out the challenges of trainee appraisers.

By mid October, at the mid-term check they had concluded the Research phase of the assignment and were ready to move on to the Identification and Idea Creation phases of the consulting assignment where they will establish the target profile and needs and generate "blue sky" ideas. This is the part where it gets really exciting. This diverse group of smart, talented, enthusiastic students is going to give us ideas about how to attract smart, talented, and enthusiastic young people who might want to become real estate appraisers. There could not be a better consulting group for this assignment.

The Final Presentation will be held at Babson on December 7. Chapter leadership anxiously awaits their findings, which will be presented in Powerpoint by the students. We are fortunate to live in a city with such rich educational resources and even more fortunate that one of our elite institutions has chosen to collaborate with us.



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NEWLY DESIGNATED MEMBER PROFILES

The Massachusetts and Rhode Island Chapter Congratulates Our Newly Designated Members

Susan Kelly, SRA



Left to Right Karen Friel, MAI, Susan Kelly, SRA and Peter Scotti, MAI at the June 26 Chapter meeting where Susan was presented her designation certificate by Peter.

Susan Kelly, SRA is president of Appraisal Solutions and Fenix Real Estate. As a single mother of four school aged children, Ms Kelly launched both firms during and following the financial crisis of 2008. Following a 15 year career in the jewelry and fashion industries, Ms. Kelly also co-founded her first firm SQA, and helped lead it to become one of the region's largest software consulting firms. Ms. Kelly has received her Certified General Appraisal license this past March. She resides just north of Providence and participates extensively in community and civic affairs and she is very active in professional and industry organizations.

Ms. Kelly was awarded the SRA designation in January 2018. In addition to receiving her designation certificate at the June Chapter meeting, Susan was also awarded a total of \$1,500 in Hope Scholarship funds. Congratulations!

Christopher Walsh, MAI

In February 2017, Christopher M. Walsh, MAI, an appraiser and Vice President at the firm NAI Hunneman, was awarded the MAI membership designation. Mr. Walsh has been a real estate professional in Greater Boston for over 30 years, and began his appraisal career at Hunneman Appraisal & Consulting Company (now NAI Hunneman) in Boston in 1986. Mr. Walsh's valuation experience includes a wide range of commercial, industrial, residential and special purpose properties, as well as, residential subdivisions, condominium feasibility analyses and marketability studies. His appraisal experience ranges from conventional office, warehouse/manufacturing and apartment valuation to marinas and boat yards, rail corridors, right-of-way easements, power plants, parking facilities, marine industrial tracts, airport facilities, gas stations and convenience stores, hotels, rooming houses, restaurants, skilled nursing facilities, self-storage facilities, large tracts of vacant land, equestrian estates, high-end waterfront residential estates, solar farms, radio cell towers, billboards, subsurface and air-rights easements, and partial interest valuation.

He lives in Foxboro with his wife, son and daughter. Presently, his son and daughter are attending college at the University of Maryland and James Madison University.



Karen Friel, MAI presents Christopher Walsh, MAI with his MAI certificate at the June Chapter Meeting in Providence, RI.

NEWLY DESIGNATED MEMBER PROFILES

The Massachusetts and Rhode Island Chapter Congratulates Our Newly Designated Members

Adnan Salam, SRA

Adnan Salam, SRA of Dorchester, MA was awarded the SRA certificate in September 2017. He was presented with his designation certificate at the chapter membership meeting held on September 26th in Waltham, MA.

Mr. Salam is a Certified Residential Real Estate Appraiser from Boston, MA. He operates his own company, Boston Appraisal Services which provides a series of appraisal services for national and local banks in the state of Massachusetts. Graduating in 2007 with a degree in Electrical Engineering from University of Massachusetts, Amherst, Mr. Salam has been working as an appraiser for close to 10 years. He founded his company, Boston Appraisal Services in 2011, the year he obtained his Certified Residential certification and has since diligently worked towards obtaining his SRA designation. Currently he is working towards obtaining his Certified General certification and his next goal would be to earn his MAI designation.



Pictured above – Karen Friel, MAI and Adnan Salam, SRA

President's Message *(from page 1)*

Rhode Island. The Rhode Island Branch Chapter developed a timely offering on Real Estate and Economic Risks of Climate Change in Coastal Communities featuring Rhode Island Senator Sheldon Whitehouse as the keynote speaker. The annual Summer Social was held in Newport with sailors aboard the Schooner Madeleine and golfers at the Newport Country Club joining at the end of the day for an evening of networking and camaraderie. The annual Jay Zeiger Service Day at the Greater Boston Food Bank had a waiting list of appraisers ready to inspect, sort and pack food in the afternoon with fellow colleagues.

Now for the change part. I think perhaps every Chapter president takes the helm hoping to simply keep the ship on its steady course. After all, the Appraisal Institute has been around since 1932. The organization now has over 30,000 members in the U.S. and around the world. Our organizational structure was last modified in 1991 when the old AIREA merged with the Society of Real Estate Appraisers. Since that time though, our economy has gone through tremendous change, and the way real estate appraisers do business has been completely transformed by technology. Our next generation of appraisers, raised on this technology, is fluent in it.

The Appraisal Institute is going to change. The question is not When? But rather, it is How? Given the changes in our membership, technology and economy, change is inevitable. We saw two major initiatives this year from National; the Financial Management Policy and the proposed Governance Structure Program Team (GSPT) recommendations. The Appraisal Institute National Board of Directors is open to discussion and is still soliciting comments on the proposed Governance Structure changes.

The Chapter structure has served us well for many years but it depends on dedicated volunteers to deliver services to its members. Our Chapter responded in what we believe is our members' interests, but each member should make her/his voice heard because it is critical that the best ideas come to the surface. The Chapter leadership must ultimately implement these policy and governance changes that will serve current and future members. Please help us get it right by sending GSPT feedback comments to:

https://www.myappraisalinstitute.org/strategic_initiatives/governance_structure.aspx

Best wishes to our new 2018 Chapter President, Bud Clarke, MAI, and to the dedicated Officers and Board of Directors of the Massachusetts and Rhode Island Chapter.

APPRAISAL INSTITUTE NEWS – National and Region Update

On Friday and Saturday, November 3 and 4, Region IV held its fourth meeting of the year. Representatives from the Connecticut, Maine, Massachusetts and Rhode Island, New Hampshire and Vermont, and several New York Chapters met over two days to discuss issues impacting the appraisal profession and the Appraisal Institute. The Massachusetts and Rhode Island Chapter was represented by Chapter President Karen Friel, MAI, Vice President Bud Clarke, MAI and Regional Representatives Joseph Comperchio, SRA and Gregory Curtis, MAI.

The Friday afternoon session included oral reports by all Chapter Presidents in attendance. The informal setting allowed for some great back and forth regarding issues impacting Chapters. Region IV Chapters are very diverse with two large chapters, Metro New York and our own, Massachusetts and Rhode Island Chapter as well as many small chapters including Upstate York, Mid-Hudson, and the New Hampshire and Vermont Chapter. This was opportunity for Chapter leaders to share challenges and successes. Some of successes included a day long Mock Trial program developed by the Long Island Chapter, the successful sponsorship program of the Metro New York Chapter, and the Massachusetts and Rhode Island Chapter's Babson College Consulting project. Challenges included the ability for smaller size chapters to offer qualifying education and the ability to recruit young professionals to the profession.

On Saturday, the meeting included a presentation from Scott Robinson, MAI, SRA, AI-GRS who presented the "State of the AI". Recent Board action included the vote to direct a 45-Day Notice regarding international chapters, the 2017 National budget, and the National Conference being held in Nashville, TN in July 2018. Representatives were provided the following update:

Active appraisers in the U.S. (*as of June 30, 2017)

- 73,854*
- 43,046 (58 percent) are Certified Residential appraisers
- 24,286 (33 percent) are Certified General appraisers
- 7,207 (10 percent) are Licensed appraisers
- 8,993 (12 percent) hold license in another state

AI's share of the active U.S. appraiser population

- Approximately 25 percent overall
- Approximately 45 percent of general/commercial appraisers
- Approximately 10 percent of residential appraisers

In other news, the Appraisal Institute continues to be a leader in cutting edge education, including online technology. AI has developed several new continuing education programs which the Massachusetts and Rhode Island Chapter will offer in 2018. The Appraisal Institute has started a new campaign to increase the profile of Appraisal Institute designations, including a new ad which focuses on the value of receiving the AI-GRS or AI-RSS designation.

Region IV Directors Rob Lynch, SRA and Eric Haims, MAI led a lively discussion about the proposed Governance Structure Project Team recommendations. The takeaway from this discussion is that nothing has been set in stone and that the Appraisal Institute continues to encourage those who comments and suggestions to do so via the dedicated website which can be found here: https://www.myappraisalinstitute.org/strategic_initiatives/governance_structure.aspx. The page has been updated so that follow AI Professionals can read the comments that have been submitted.

The 45 day notice of Proposed Changes to the Appraisal Institute Bylaws was discussed. The changes are being proposed to allow for the AI to allow for international chapters in the future.

The meeting concluded with nominations to the Region IV Nominating Committee, an open discussion of chapter services, and discussion of future Region IV meetings. Jackie Beauchaine, the Executive Director for Region IV was recognized for her 25 years of service to the Appraisal Institute.

Massachusetts and Rhode Island Chapter Newsletter

**LDAC
2017**

Hosted by the Appraisal Institute

May 3-5



By Jordan Hevenor, MAI, Wakefield, RI

Thank you to the Massachusetts and Rhode Chapter of the Appraisal Institute for making this year's Leadership Development and Advisory Council (LDAC) possible for us. This year I attended with Deborah Carlson and we were able to learn from our colleagues and come home with new ideas. LDAC is a three-day conference split into three areas: (1) updates from Appraisal Institute leadership, (2) discussion sessions relevant to the profession, organization, and future of appraising, and (3) advocating for your profession on Capitol Hill.

Through our briefings from AI leadership, we were given an update on the financial reporting requirements. The final implementation of the policy has been suspended. However, they still plan to move forward with the policy change because of confidential risks to the organization. As part of that, the beta tests will start next quarter. Once they have shown success with beta testing they will then move forward with full implementation of the program. They hope building off a successful beta test will allow for full disclosure of how it worked and will work. We were also provided with information about the declining number of appraisers in the U.S. The current average age of an appraiser is 55 years old and the average age of a MAI designated appraiser is 65. Members and candidates of the AI make up about 26% of all appraisers in the U.S. We used some of the information from the status of the profession to help inform us as we divided into four discussion topics. These topics are addressed in two hour sessions with representatives from around the country. The four topics are below:

- Creating framework for the future, what the AI will look like in 20 years?
- Appraise or consult, are specializations the way of the future?
- The AI Brand
- A new career, how do we connect the beginner with the experienced?

There were some unique ideas in each discussion group, but from what we heard in our discussion, all topics include ideas for educating people about the profession and highlighting our work with professional clients. There was also significant agreement that the AI's website needs revamping.

The last component of LDAC was our visits to Capitol Hill. This year, we were able to meet with Senator Jack Reed, as well as hold meetings with staff members of Senator Sheldon Whitehouse and Congressmen James Langevin. The most interesting meeting was with Senator Reed, a member of the Senate Banking Committee, where we requested that he ask for a hearing on Appraisal Regulatory Modernization. The main goal of a hearing would be to find a way to create a national appraisal registry to decrease the regulatory burden of appraisers while maintaining state's rights to licensing.

At our request, Senator Reed asked the Chair of the Senate Banking Committee (Senator Mike Crapo) for a hearing. Because a majority of the country was represented at LDAC, this request will be reinforced by AI members in Idaho, Senator Crapo's home state. Members of our chapter should feel free to contact Senator Reed to thank him for making the request, or call Senator Elizabeth Warren and ask her to make the same request.

The Leadership Development & Advisory Council strives to foster creative thought from talented individuals involved in the real estate appraisal profession while developing the future leaders of the Appraisal Institute. LDAC also establishes an "appraiser-presence" in Congress and demonstrates that the Appraisal Institute is made up of professionals who recognize the importance of being actively involved in the political process. Each year, the Massachusetts and Rhode Island Chapter sponsors up to three participants. Interested in attending this exciting conference? Contact Bud Clarke, MAI, 2018 Chapter President.

BUSY 2017, MORE OF THE SAME IN 2018, Part 2

John Drew, MAI, Education Committee Co-Chair - Seminars

In 2017 the MA-RI Chapter continued to provide high-quality, if not a timely selection of course offerings. To date we have offered six seminars, including Residential and Commercial Valuation of Solar (20 students), Condemnation Appraising – Principals & Applications (16 Students), Uniform Appraisal Standards for Federal Land Acquisition: Practical Applications (20 students), Advanced Land Valuation: Sound Solutions to Perplexing Problems (28 Students), Supervisor/Trainee course (15 students), and Business Practices and Ethics (20 students). In addition to satisfying the general educational needs of over 120 our AI Professionals, we strive to provide offerings to assist those both entering the field of appraisal, as well as those more seasoned professionals looking to differentiate themselves by way of the AI Professional Development programs. We hope, as always that our 2017 schedule appealed to our membership's wide mix of interests.

The Seminar's Committee has already begun preparation for our 2018 offerings. We have scheduled Solving Land Valuation Puzzles (7hr. – March 7) and The

Appraiser as An Expert Witness: Preparation & Testimony – (16 hr.- PD – May 29 & 30) to date, and we are pursuing an additional "Green" program to be held in Rhode Island.

The Education Committee will continue to survey AI Nationals offerings for topical and interesting programs, including some of AI National's anticipated seminar releases such as In the Eye of the Hurricane: Understanding an Investigation by a State Regulatory Board Agency (4 hr.), Evaluating Commercial Leases: The Tenant and the Terms Both Matter (7 hr.), and Valuing Leasehold Interests (7 hr.). However, as the 2018 course schedule continues to come together, all Designated Members, Candidates and Affiliates should feel free to offer any home-grown programs and/or suggestions for consideration to the Education Committee. We hope to have the bulk of the schedule complete over the next few weeks. Our current list of offerings can be found on the [chapter website](#).

MEMBER BENEFITS



Life, Disability and Other Protection Plans

The Appraisal Institute Insurance Trust (formerly REAGIT) works exclusively on behalf of AI Professionals to provide robust protection for every stage of life.

Coverage options include:

- Term Life
- 10-Year Level Term Life
- Disability Income
- Professional Overhead Expense
- Long-Term Care and more

[Learn More Here.](#)

2017 CHAPTER SPONSORS

Thank You to the following companies who are participating in our Chapter Sponsorship program.



Their support of the Massachusetts and Rhode Island Chapter of the Appraisal Institute is recognized and appreciated.

We are NOW taking accepting sponsorships for 2018. Contact Lianne at the Chapter office for more information at 781.397.8922.

Learn about the Sponsorship Program [here](#).

2018 EDUCATION SCHEDULE

<u>Qualifying Education (QE)</u>	<u>Location</u>	<u>Date(s) of Offering</u>	<u>Instructor(s)</u>
Gen. Income Part 1	Courtyard by Marriott Woburn	Feb 21 - 24	Bowler
Gen. Income Part 2	Courtyard by Marriott Woburn	March 21 - 24	Bowler
Basic Appraisal Principles	Courtyard by Marriott Woburn	April 4 - 7	Elliott/Comperchio
Basis Appraisal Procedures	Hyatt Place Braintree	June 20 - 23	Elliott/Comperchio
RE Finance, Valuation and Stats	Courtyard by Marriott Woburn	June 14 - 15	Dowling
Gen. Mkt Analysis and HBU	Courtyard by Marriott Woburn	July 18 - 21	Bowler
General Appraiser Sales Comparison	Courtyard by Marriott Woburn	Sept 19 - 22	Bowler
General Appraiser Site Valuation & Cost Approach	Courtyard by Marriott Woburn	Oct 24 - 27	Bowler
<u>Advanced Education (AE)</u>			
Advanced Concepts and Case Studies	Courtyard by Marriott	August 20 - 25	Jorgensen
<u>USPAP</u>			
7 Hour USPAP MA	Crown Plaza Woburn	February 22	Elliott
7 Hour USPAP RI	Sheraton Warwick	March 1	Accetta
15 Hour USPAP	Hyatt Place Woburn	May 3 - 4	Elliott
7 Hour USPAP RI	Sheraton Warwick	June 7	Accetta
7 Hour USPAP - MA	Courtyard by Marriott	June 28	Elliott
7 Hour USPAP - RI	Courtyard by Marriott	September 25	Elliott
<u>Continuing Education (CE)</u>			
Solving Land Puzzles	Sheraton Warwick	7-Mar	Bowler
Appraiser as an Expert Witness	Courtyard by Marriott Woburn	May 30 - May 31	Dowling

This is a partial schedule and will be updated throughout the year