

DC days

Appraisers focus on issues big and small at the 2017 LDAC conference

First-timer award

Kelly Yeatts, MAI, of Check, Virginia, received the William T. Anglyn Award at the Leadership Development and Advisory Council conference on May 5.

The Anglyn Award is presented on the last day of each year's LDAC conference to a first-year participant who exhibited exemplary leadership, integrity and outstanding contributions at the event. The award was created in 2000 in recognition of efforts by Ted Anglyn, MAI, to promote LDAC.

Trevor C. Hubbard, MAI, SRA, AI-GRS, chair of the 2017 Leadership Development and Advisory Council, and Vice Chair Rodman Schley, MAI, welcomed 101 Appraisal Institute professionals to Washington May 3–5 for the annual LDAC conference.

The opening session included a lively panel discussion with Wayne Nygard, MAI, division chief for the U.S. Department of State; Nicholas Hufford, MAI, chief appraiser for the U.S. General Services Administration; Martin Skolnik, MAI, director of multifamily appraisals for Freddie Mac; and Zach Dawson, director of Collateral Policy and Strategy for Fannie Mae. During the closing session, Steve Henry, MAI, was elected 2018 vice chair; Schley will serve as chair.

Hubbard, Schley and this year's four discussion leaders

engaged LDAC participants in conversations on four main topics: the Appraisal Institute brand and its importance to the profession; the future of the organization; the hiring divide between trainees and experienced appraisers; and the evolution of specialization. The concepts and proposals that came out of the discussion groups were included in reports delivered to the Appraisal Institute's Executive Committee. Following are highlights from those reports.

Brand to beat: Steve Henry, MAI, focused his group discussions on branding and the ways in which the Appraisal Institute brand can be used to attract new talent to the organization and burnish its reputation with people already using appraisal services. Among the many suggestions was one that saw AI positioning itself as a hive for entrepreneurs — a place where self-starters can begin their path to business ownership. Another suggestion focused on increasing brand awareness of AI designations — particularly the SRA — and highlighting the importance of hiring designated appraisers.

The not-so-distant future:

Melissa Downing, MAI, asked participants in her discussion groups to imagine the Appraisal Institute 20 years in the future. What will it look like? How will it serve its professionals? How will technology have changed the

organization and the profession? She then asked participants to think about the challenges currently affecting AI and to identify solutions that could be used to build a framework for the organization they imagined 20 years hence. The biggest ideas focused on recruitment and outreach to ensure a robust organization and on faster adoption of technology to meet current and future appraiser needs.

Breaking down barriers: Travis Taylor, MAI, led group discussions on the hot-button issue of the barriers to entry into the valuation profession. Participants were asked to view this situation from the perspective of both novice appraisers looking for a way in and experienced appraisers with concerns about taking on trainees. Difficulty in finding firms to employ trainees was the most common problem cited for new appraisers, while time commitment, liability and loyalty were experienced appraisers' biggest concerns when considering trainees. Proposed solutions focused on targeted education, resources and incentives to support the needs of both groups.

Consulting connection:

Julie Battaglia, MAI, AI-GRS, asked her discussion groups if they thought specialization was the future of the valuation profession and how things would change if or when appraisers found their niche. She also asked



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AI's 2017 Leadership Development and Advisory Council operated under the direction of (from left) Steve Henry, MAI, discussion leader; Rodman Schley, MAI, vice chair; Melissa Downing, MAI, discussion leader; Julie Battaglia, MAI, AI-GRS, discussion leader; Trevor Hubbard, MAI, SRA, AI-GRS, chair; and Travis Taylor, MAI, discussion leader.



Calling on Capitol Hill

More than 100 Appraisal Institute professionals went to Capitol Hill May 4 to urge congressional support for appraisal regulatory modernization.

► **Read more about these issues at <http://bit.ly/2w7wZdt>.**

participants if they thought their specialization would lead them to consider themselves consultants. Participants overwhelmingly said they thought the profession would evolve into specializations and that would likely lead to more consulting

work. They suggested the Appraisal Institute could keep pace through expanded education offerings, collaboration with related industries and organizations, and continued promotion of AI professionals and their skill sets, among other efforts.

► **Appraisal Institute professionals interested in next year's LDAC conference, scheduled for May 16–18, can learn more about the program at <http://bit.ly/2aKxX0J>.**