

Thriving in a changing landscape

2019 LDAC participants discuss ways to adapt, grow and succeed

First-timer award

Kathleen Hendersen, Practicing Affiliate, of Salem, Oregon, received the William T. Anglyn Award at the Leadership Development and Advisory Council conference on May 17.

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

Steve Henry, MAI, chair of the 2019 Leadership Development and Advisory Council, and Vice Chair **Jacinto Munoz, MAI, SRA, AI-GRS, AI-RRS**, welcomed more than 100 Appraisal Institute professionals to Washington, D.C., May 15–17, for the annual LDAC conference.

AI President **Stephen Wagner, MAI, SRA, AI-GRS**, opened the conference by talking about issues affecting the valuation profession and the Appraisal Institute, including changes to appraisal threshold levels, regulatory modernization and alternative valuation products such as evaluations. “We’re going to have to change. We’re going to have to adapt,” Wagner said. During the closing session, **Eric Schneider, MAI, SRA, AI-GRS**, was elected 2020 vice chair; **Munoz**, the 2019 vice chair, will serve as chair next year.

The central topics the four discussion leaders introduced resulted in lively debate among LDAC participants, allowing them to share their views on procuring education, engaging with chapters, adapting to a changing environment and striving to be the best in the profession. The ideas, proposals and recommendations that

came out of the discussion groups were compiled into reports delivered to the Appraisal Institute’s Executive Committee. Following are highlights from those reports.

- **Robert Moorman, MAI, SRA, AI-GRS**, reported that participants in all four of his discussion groups agreed that Appraisal Institute education is the best available, but also that delivery methods could be enhanced. Several groups suggested combining classroom and synchronous education. Others suggested the creation of an education app so that people could schedule and complete classes on demand. Some noted that holding classes in hotels would likely make transportation easier and increase networking opportunities since everyone would be staying on-site. As for topics, many participants said they wanted courses that would help them be better businesspeople, such as marketing and public speaking.

- **Eric Schneider, MAI, SRA, AI-GRS**, asked his discussion groups to list the things they considered “chapter essentials,” and they universally agreed on two: education and networking. Other frequently cited essentials included government relations, university relations and mentoring. Participants were mostly positive about chapter-developed seminars and roundtable events, and many said they liked their chapters’ networking and social activities. They also said they wanted chapters to better advocate for trainees, perhaps by establishing a database of willing mentors.

- **Lisa Meinczinger, SRA, AI-RRS**, said that participants in her discussion groups were keenly aware of the changing valuation landscape, but some acknowledged that they were unclear on the specifics of certain alternative valuation products, such as evaluations, bifurcated appraisals and hybrid appraisals. They also worried these products might turn appraisals into a commodity, and expressed concern about who’s allowed to perform them and whether the data could be trusted. Participants also considered how informed their clients are about these products. They said they welcomed additional guidance and education from the Appraisal Institute.

- **Erik Hanson, MAI**, noted several recurring themes in his discussion groups on how apprais-



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AI’s 2019 Leadership Development and Advisory Council operated under the direction of (from left) **Erik Hanson, MAI**, discussion leader; **Robert Moorman, MAI, SRA, AI-GRS**, discussion leader; **Eric Schneider, MAI, SRA, AI-GRS**, discussion leader; **Jacinto Munoz, MAI, SRA, AI-GRS, AI-RRS**, vice chair; **Steve Henry, MAI**, chair; and **Lisa Meinczinger, SRA, AI-RRS**, discussion leader.



Capitol Hill initiative

More than 100 Appraisal Institute professionals went to Capitol Hill on May 16 to talk to lawmakers about appraisal regulatory modernization, housing finance reform, federal regulations and agency rules. ▶ [Read more about these issues at http://bit.ly/2kylGGB](http://bit.ly/2kylGGB).

ers can stand out and become the best in the profession, including maximizing the vast amounts of big data and taking advantage of technology to streamline processes and work remotely from virtually anywhere. The groups noted that working smarter, not harder, was key. Hanson reported that all four groups spent significant time discussing the review process, agreeing that

it is a great opportunity for learning. One issue that participants said could be a stumbling block is multistate licensing requirements, and they welcomed efforts to clarify the process or, better yet, create a uniform process.

▶ [Learn more about next year's LDAC conference, scheduled for May 18–20, at http://bit.ly/2NmgnI2](http://bit.ly/2NmgnI2).