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2012 Appraisal Institute Annual Meeting

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Loews Coronado Bay Hotel
San Diego, CA

appraisalinstitute.org/aiconnect



Finding Common Ground: Working with an AMC

Treat them like a client!

- Make a business decision – plan accordingly
 - What percentage of my Biz do I want to apportion?
- Why would I want to work with an AMC?
(The following may not apply to all AMCs)
 - Reduced marketing costs
 - That where my (previous) clients have gone
 - Insulated from property owner/lender
 - Payment security



Finding Common Ground: Working with an AMC

Treat them like a client!

- Get (and read!) the engagement letter
 - or at least their “special instructions
- Negotiate TAT, Volume, Price
 - just as you do with any client)
- If you “come and go” so will they
 - as any client would.
- Communicate with management – if problems arise



Finding Common Ground: Working with an AMC

Create Internal Efficiencies

- Make templates and a checklist for each company
- Track corrections you have been asked to make

Understand the AMCs Client

- it may be the client that is difficult, not the AMC
- Some services pay more than others
 - Seek AMCs that specialize in REO, Review or high-dollar