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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
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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
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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