



## Comprehensive Appraisal Studies Program

# **SUMMER 2021 COURSE DESCRIPTIONS**

**Orientation and Meet and Greet**  
**with Linda Selvin, Executive Director**  
**Appraisers Association of America**  
**Date: July 6, 10:30 a.m. – 12:00 p.m.**

An opportunity for students to introduce themselves and to meet many of the instructors. An overview of the Appraisers Association, the Appraisal Institute of America, and membership will be given, and a discussion of the CASP program goals, deadlines, and deliverables.

**Introduction to Appraising**  
**Instructor: Deborah Spanierman, AAA**  
**Date: July 6, 1:30 – 4:30 p.m.**

This class will discuss the responsibilities of - and present the essential framework for - personal property appraisers. Topics to be addressed include:

- what an appraisal is and is *not*
- qualified appraisers and qualified appraisals
- the different types of property to be appraised
- the type of clients
- the purpose of the appraisal and how it determines the type of value (Replacement, Fair Market, Marketable Cash, etc.)
- valuation approaches
- the use of comparable sales to determine value
- appropriate markets
- Appraisal Report requirements and an overview of the standards to be applied (Getty Object ID, USPAP, IRS, and AAA)



## Comprehensive Appraisal Studies Program

### **Research Methods for Appraisers**

***Instructor: Deborah Zafman, AAA***

***Session 1: July 7, 9:30 a.m. – 12:30 p.m.***

***Session 2: July 7, 2:00 – 5:00 p.m.***

***Session 3: July 8, 9:30 a.m. – 12:30 p.m.***

Students will learn the importance of proper research and methodology ("due diligence") in conducting appraisals. Equipment needed to properly examine items, as well as specific books and price guides to properly research items will be demonstrated. Libraries, museums, reference centers, and galleries will be discussed. Appropriate markets, market levels, regional markets, and valuation approaches will be examined. Students will be taught how to assimilate information to arrive at an appraised value. Examples of narrative analyses will be distributed. Real life appraisal problems will be addressed.

### **Photography**

***Instructor: Ed Yee, AAA***

***July 8, 2:00 – 5:00 p.m.***

This class will explore the primary criteria that influence the value of documentary and fine art photography. Upon completion you should have a better understanding of the overall medium, the differences between primary and secondary markets, a general understanding of major movements within the medium, and be able to provide basic justifications for the value of individual photographs.

### **Understanding Picture Frames: An In-Depth Look at the Art of the Edge**

***Instructor: Suzanne Smeaton, AAA***

***Session 1: July 12, 9:30 a.m. – 12:30 p.m.***

***Session 2: July 12, 2:00 – 5:00 p.m.***

A one-day frame intensive offering an in-depth look at period frames: At their stylistic evolution, fabrication techniques, including gilding methods, and the different styles of frames most often found on specific styles of artwork. Questions on how to assess a frame are covered: Is it period or modern? Has it been altered? Is the surface original? Is the frame original to the artwork and does it matter? Following a question and answer period in the early afternoon we will meet at the Metropolitan Museum of Art to look at original frames as well as reproductions and high-quality replicas to better identify the frames you are likely to encounter as an appraiser.



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### **Legal and Ethical Issues of Appraising**

***Instructor: Michael McCullough***

***Session 1: July 13, 9:30 a.m. – 12:30 p.m.***

***Session 2: July 13, 2:00 – 5:00 p.m.***

Legal aspects of appraising have become crucial to the profession. At its highest levels, appraising requires in-depth knowledge of key issues, including clear title so often compromised by stolen and looted art, the legal framework protecting cultural property, IRS legal considerations, determination of authenticity, appropriate marketplace (retail market and tax shelters), the factoring in of volume discounts, the interaction of case law and the Uniform Standards of Professional Appraisal Practice, and legal aspects of damage/loss appraisals. Analyze prominent cases that illustrate compelling legal considerations connected with valuing modern and contemporary art, including that of Warhol, O'Keeffe, Rothko, and Calder.

### **The Art Auction**

***Instructor: Lark Mason, AAA***

***Session 1: July 14, 9:30 a.m. – 12:30 p.m.***

***Session 2: July 14, 2:00 – 5:00 p.m.***

Auctions are a critically important part of the art market. Sales are public and reflect the strength or weakness of a particular area and provide for the appraiser a record of sales and unsold items that are essential for appraisals. The course covers history of auctions, format, and legal and technical issues that are essential to understand for all auction participants. We examine terminology, guarantees, lot headings and cataloging. Auction laws differ by state and municipality and the conditions of sale and consignor contracts differ between auction companies. We examine all aspects of the bidding and consignment processes and end with a mock-auction. The participant will leave with a solid understanding of all aspects of the art auction business.

### **Uniform Standards for Professional Appraisal Practice (USPAP)**

***Instructor: Cynthia Herbert, AAA***

***Session 1: July 15, 9:30 a.m. – 12:30 p.m.; Session 2: July 15, 2:00 – 5:00 p.m.***

***Session 3: July 19, 9:30 a.m. – 12:30 p.m.; Session 4: July 19, 2:00 – 5:00 p.m.***

***Session 5: July 20, 9:30 a.m. – 12:30 p.m.***

To review the Government-sponsored appraisal course, USPAP; outlining proper appraisal procedure. Students who fulfill classroom hours and pass exam will become USPAP certified. A certificate will be issued from the Appraisers Association of America within 60 days from the successful completion of the course.



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### **IRS Legal Guidelines**

***Instructors: Karin Gross, IRS, Alexa Dubert, IRS, and Kelly Grimm Knowlton, IRS***

***July 20, 2:00 – 5:00 p.m.***

Learn about current tax law as it applies to the valuation of fine and decorative arts for estate, inheritance, gift, and income tax purposes, as well as for donations to charitable institutions.

### **The Fine Art of Printmaking**

***Instructor: Robin Starr***

***Session 1: July 21, 9:30 a.m. – 12:30 p.m.***

***Session 2: July 21, 2:00 – 5:00 p.m.***

The morning session introduces the recognition and identification of basic print-making techniques. These include engraving, etching, woodcut, aquatint, lithography, and serigraphy found in European and American printmaking. Problems in identifying and understanding print media will be addressed through examples of each method by artists closely associated with each technique. The broad range of effects that can be achieved with each technique will be demonstrated by examining a spectrum of works from various periods and times in each technique. Print terminology used in books, catalogues, and in auction sales will be defined and used throughout both sessions. The afternoon session examines the breadth of fakes and forgeries in the print market. This will build on the morning's lessons and delve more deeply into examining prints using specific examples of fakes and comparing them to their genuine counterparts. The tools that experts use to discover fakes will be discussed and applied, to teach how appraisers can avoid being tricked.

### **The Estate Generalist**

***Instructor: Ben Farina, AAA***

***Session 1: July 22, 9:30 a.m. – 12:30 p.m.***

***Session 2: July 22, 2:00 – 5:00 p.m.***

While much appraisal work concerns specialization in a particular period or art medium, a significant portion is general residential household appearing. Learn the basics of appraising household contents, including fine art, furniture, silver, porcelain, rugs, antiques, and other collectibles. Acquire the techniques and skills necessary to become a general appraiser, and learn when and where to hire a specialist.



## Comprehensive Appraisal Studies Program

### **Appraisal Writing Workshop**

**Instructors: Sharon Chrust, AAA; Kathy Rosenblatt, AAA**

**Session 1: July 26, 9:30 a.m. – 12:30 p.m.**

**Session 2: July 26, 2:00 – 5:00 p.m.**

**Session 3: July 27, 9:30 a.m. – 12:30 p.m.**

**Session 4: July 27, 2:00 – 5:00 p.m.**

This course is designed to introduce students to one of the essential responsibilities of the appraiser: the appraisal report. Topics include understanding the elements of a correctly prepared appraisal; learning and implementing the latest legal and professional requirements of both USPAP and the IRS in the execution of a “qualified appraisal”; and providing structural models to assist in the preparation of documents appropriate to each valuation situation.

### **Insurance Appraisals**

**Instructors: Cynthia Herbert, AAA; Sabine Wilson, AAA; Vivian Ebersman**

**Session 1: July 28, 9:30 a.m. – 12:30 p.m.**

**Session 2: July 28, 2:00 – 5:00 p.m.**

This course will focus on the development and communication of appraisals for the intended uses of acquiring insurance coverage and for estimating loss of value. The instructors will address the expectations of insurance professionals, the various types of insurance policies and pertinent insurance terminology, how to develop an acceptable scope of work, which approaches to value should be applied, how to determine the most appropriate market when looking for comparable properties, how to properly document the property, and the importance of condition, among other relevant topics. The emphasis will be on fine art as well as furniture and decorative arts.

### **Form and Ornament in the Decorative Arts**

**Instructor: Susan Hunter, AAA**

**Session 1: July 29, 9:30 a.m. – 12:30 p.m.**

**Session 2: July 29, 2:00 – 5:00 p.m.**

This class will introduce students to the evolution of form and ornament in furniture, silver, ceramics, and other decorative arts from the late seventeenth to the early nineteenth centuries in Europe, Great Britain, and America. It will focus on how styles changed over time, but how they were often consistent across different countries and various media. With an understanding of style appraisers can take the first steps in identifying the age and origin of various types of decorative arts. Additionally, students will have the opportunity to examine the differences between period works and antique or modern revivals and reproductions.



## Comprehensive Appraisal Studies Program

### **Appraising Fine Arts**

***Instructor: Sabine Wilson, AAA***

***Session 1: August 2, 9:30 a.m. – 12:30 p.m.***

***Session 2: August 2, 2:00 – 5:00 p.m.***

***Session 3: August 3, 9:30 a.m. – 12:30 p.m.***

This course will offer a road map on how to appraise unique works of fine art. This includes proper understanding of the object, the artist, the market for the object and factors that create value or reduce value. Onsite inspection, parameters to select comparables, condition, authenticity, and analytical tools to write pertinent market analysis will be addressed.

### **Conservation of the Fine Arts**

***Instructor: Leslie Gat***

***August 3, 2:00 – 5:00 p.m.***

Focusing on three-dimensional objects, this course will be divided into four sections: An overview of a selection of organic and inorganic materials and how they deteriorate; The conservators toolbox; The conservators condition report; Condition issues.

### **The Business of Appraising**

***Instructors: Susan McDonough, AAA***

***Session 1: August 4, 9:30 a.m. – 12:30 p.m.***

***Session 2: August 4, 2:00 – 5:00 p.m.***

Now that you are ready to leave CASP, are you ready to be an appraiser?

Learn how to understand what an appraiser does

- How to start your own business
- What basics do I need to know including contracts, record keeping, billing?
- What pitfalls await me and how may I mitigate them?