

FRIDAY

NOVEMBER 7TH

6:00 – 8:00 pm

EVENING RECEPTION AND PREVIEW

Swann Auction Galleries, 104 East 25th Street, New York, NY
On view: Rare and Important Travel Posters, at auction Monday, November 10, 2008. Swann has been instrumental in bringing posters to the forefront of the auction scene. They held their first poster auction in 1978, and currently conduct five or more poster sales per year. The winter poster auction contains a selection of ski posters, and the summer sale includes beach and summer resort images. Swann holds auctions of important Travel Posters in November, and Modernist Posters in May. Specialized sales of Art Nouveau Posters in December, and Modernist Posters in May. Sponsored by Swann Auction Galleries.

CONFERENCE LOCATION

The New York Athletic Club
180 Central Park South
New York, New York. 212.767.7130

All conference activities take place at The New York Athletic Club, 180 Central Park South, in New York City, unless otherwise noted. Morning registration, panel discussions, Annual Meeting, and Annual Dinner take place on the 9th floor. Afternoon sessions take place on the 10th floor. Business attire required.

VENDOR ROOM

Come and visit our new Vendor Room on the 10th floor to see and hear about products and services from our allied professionals. Coffee served.

CONFERENCE COMMITTEE

Harmer Johnson, AAA
Jane C.H. Jacob, AAA
Kathy Rosenblatt, AAA
Co-Chairs

Michael Cohn, AAA
Brian C. Cummings
Roslyn Bakst Goldman, AAA
Debra Kusnetz
Aleya Lehmann Bench
Jacqueline Silverman, AAA
Sabine Wilson

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CONFERENCE LOCATION

The New York Athletic Club
180 Central Park South
New York, New York
212.767.7130

REGISTRATION

Registration is accepted with payment only. Registration is in advance only and the registration deadline is November 1. No refunds after November 1. Confirmation letters will be sent via email upon receipt of payment. Tickets may be picked up each morning at NYAC. Dinner tickets available to members, friends and colleagues, including those not attending the conference.

CONTINUING PROFESSIONAL DEVELOPMENT

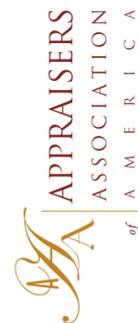
AAA Members receive ten points per day for Saturday and Sunday.

QUESTIONS

Please contact the Appraisers Association of America for further information on the program, tickets and accommodations. 212.889.5404, x 11; 212.889.5593 fax; aaa@appraisersassoc.org

ACCOMMODATIONS

Participants may make reservations at AAA group rates at the following locations where we have reserved a block of rooms: The New York Athletic Club, 180 Central Park South – 212.767.7130 - \$310 per night; Jolly Hotel Madison Towers, Madison Avenue at 38th Street – 212.802.0600 - \$255 per night.



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2008 NATIONAL CONFERENCE

NOVEMBER 8-9, NEW YORK ATHLETIC CLUB
180 CENTRAL PARK SOUTH, NEW YORK CITY
INCLUDING AN EVENING RECEPTION AND PREVIEW
FRIDAY, NOVEMBER 7, AT SWANN AUCTION GALLERIES

Connect with fellow appraisers and allied professionals to debate and discuss new issues and challenges facing the independent appraiser at our annual national conference in New York City. We will offer panels, specialist sessions, networking, and evening receptions.



- We gratefully acknowledge our sponsors:
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SWANN AUCTION GALLERIES

SATURDAY

NOVEMBER 8TH

8:00 – 8:30 am	CHECK-IN & COFFEE Check in, greet colleagues, and visit the Vendor Room
	INTRODUCTION Harmer Johnson, AAA, Co-Chair, Conference Committee
8:30 – 9:00 am	WELCOME Roslyn Bakst Goldman, AAA, President, Appraisers Association of America
9:00 – 9:30 am	KEYNOTE ADDRESS “Current Economics and Changes in Tax Law”, David Cay Johnston, Pulitzer Prize-winning reporter for <i>The New York Times</i> .
9:30 – 11:00 am	PANEL DISCUSSIONS <i>Changes in the Marketplace</i> The meteoric rise and growth of the Contemporary art market is changing the face of the artistic community. Insatiable demand and record prices at auction for fine art and artifacts has surpassed the art world into the mainstream of investments. Will it last? In spite of the economic downturn in the United States, will the strong global economy keep the market from crashing? Moderated by Nicholas Lowry, Swann Auction Galleries, NY, with panelists John Dorfman, <i>Art & Antiques Magazine</i> , NY; Amy King, Artnet, NY; Lark Mason, iGavel, NY.
11:15 – 12:45 pm	<i>Changes and New Trends in Insurance</i> A volatile art market for fine art and artifacts has changed the way that the insurance industry does business. High net worth clients are purchasing works at astronomical prices at auction and privately. How have these market place values affected the insurance industry? When should a collector have a rider on their home owner's policy? What changes can be expected in the future? And how can appraisers work in tandem with this industry? Moderated by Dorit Strauss, Chubb Group of Insurance Companies, NY, with panelists Vivian Ebersman, AXA, NY; Jeffrey Minett, Huntington T. Block, NY; Theresa Lawless, Fireman's Fund Insurance, CA.; Katja Zigerlig, AIG Private Client Group, NY
12:45 – 1:45 pm	LUNCHEON AND NETWORKING
2:00 – 3:15 pm	AFTERNOON SESSIONS <i>Specialist Session: Travel Literature</i> , Ian Ehling, Christie's, NY <i>Specialist Session: Trends in Silver</i> , Stan Szaro, Lauren Stanley Co., NY <i>Working with Claims Adjusters</i> , John Bunnell, Fireman's Fund Insurance, Chicago, IL <i>IRS Review Audits</i> , Harriett E. Watts, Internal Revenue Service, NY
3:30 – 4:45 pm	<i>Specialist Session: Prints</i> , Roslyn Bakst Goldman, AAA, Appraiser of Fine Art, NY <i>Specialist Session: Fine Wines</i> , Marie Keep, Skinner, Inc., MA <i>Appraisers Guide to Brokering</i> , Max Drazen, Tepper Galleries, NY <i>IRS Review Audits</i> , Harriett E. Watts, Internal Revenue Service, NY
6:00 – 7:30 pm	ANNUAL MEETING Annual Meeting of the Appraisers Association of America including special awards for members, raffle prizes, and news on all the latest developments at the Association. Open to AAA members only. <i>Sponsored by Doyle New York.</i>
7:30 – 10:00 pm	ANNUAL DINNER Conference attendees are invited to come together to relax and enjoy an evening with colleagues and friends at this first annual dinner. Guest Speaker: Christopher Marinello, Art Loss Register. Seated dinner, separate ticket, open to all! <i>Sponsored by ARIS Corporation.</i>

SATURDAY SESSIONS FOR ATTORNEYS

Transformation, revolution, adjustment and change; all words relevant to the world of fine and decorative arts. The subject of change has resulted in books, surveys, television broadcasts and songs crooned by artists such as Bobby Darin, Tracy Chapman, and Bob Dylan. All imply that nothing is static; in this light, when attorneys are confronted with cases involving works of art, who is best relied on? In the field of art; art markets change, scholarship changes, laws change and information about the industry is in constant flux. Attorneys cannot accomplish their jobs in an insular manner; without the assistance of allied professionals; they may fall short of the task and even put their clients at risk in collecting on a claim.

In this four-session seminar, specialists from the appraisal professions will discuss past partnerships with attorneys and share case studies. Designed to provide insight into the appraisal practice, and what appraisers can provide attorneys, these sessions will lay out essential partnerships in the areas of expert witness testimonies, consultation, estate, equitable distribution and damage and loss.

Appraiser as Consultant and Expert Witness, Jane C.H. Jacob, AAA, Jacob Fine Art, Chicago, IL; Ralph Lerner, Esq., Withers Bergman, LLP, NY
Court cases involving works of art can sometimes be a mystery to attorneys not versed in art law. Advisors and appraisers can help prepare the attorney with the necessary tools needed to prevail. Laws such as Visual Artists Rights Act (VARA), Landmark Preservation, common laws and customs are involved in these cases. Jacob will speak about her involvement in the VARA case involving a work of public art in Chicago using non-traditional materials.

Appraiser as Estate Tax Consultant and Report Writer, Robert Levy, AAA, Beverly Hills Appraisal Co., CA; Amy Goldrich, Esq., Law Offices of Amy Goldrich, NY
Interacting with fiduciaries and heirs: How to manage multiple roles as an appraiser, diplomat, advisor, consultant, and more, while working with your clients and their attorneys during what is frequently an emotionally stressful time.

Appraiser as Equitable Distribution Consultant and Report Writer, Edward A. Lewand, GG, AAA, ASA, Consultant Appraisal Services, Inc., NY; Vincent F. Stempel, Esq., Law Offices of Vincent F. Stempel, Garden City, NY
When interacting with appraisers and asking for values for a matrimonial case, it is best to have the right terminology in dealing with appraisers and understanding the different market levels and types of appraisals there can be. This session will cover determining the market and type of appraisals needed, the terms “fair market value” and “marketable cash value” and show how in some cases even a “retail value” may be used.

Appraiser as Damage and Loss Consultant, Expert Witness and Report Writer, Sylvia Leonard Wolf, AAA, Sylvia Leonard Wolf Inc., NY; Ralph Lerner, Esq., Withers Bergman, LLP, NY
Appraisers have insights into Damage and Loss reports - how to assess damage, how to determine loss, when to call in a conservator, and making their case. Sylvia Leonard Wolf will discuss her experience in damage and loss cases involving art.

Sessions moderated by John Cahill, Esq., Lynn & Cahill, NY.

SUNDAY

NOVEMBER 9TH

8:00 – 8:30 am	CHECK-IN & COFFEE Check in, greet colleagues, and visit the Vendor Room
	INTRODUCTION Jane C.H. Jacob, AAA, Co-Chair, Conference Committee
8:30 – 9:00 am	WELCOME Aleya Lehmann Bench, Executive Director, Appraisers Association of America
9:00 – 9:30 am	KEYNOTE ADDRESS “What Collectors Really Want”, Peter Trippi, Editor, <i>Fine Art Connoisseur</i> .
9:30 – 11:00 am	PANEL DISCUSSIONS <i>Changes in the IRS and USPAP</i> A massive tax reconciliation bill moving through Congress spurred investigations by government officials, such as Senator Chuck Grassley (R-Iowa), ranking member of the Committee on Finance, who delved into investigations of grossly exaggerated values on appraisals for charitable contribution purposes. The result is a belt-tightening at the Internal Revenue Service, along with the formal adoption of USPAP standards by the IRS, which will greatly affect IRS appraisals forever. Moderated by Jessica L. Darraby, Darraby Law, CA, with panelists Karin Gross, Internal Revenue Service, DC; Paula Konikoff, The Appraisal Foundation, DC; Gayle M. Skluzacek, AAA, Abigail Hartmann & Associates, NY.
11:15 – 12:45 pm	<i>Changes in Title Issues for Fine Art</i> The industry in stolen art, and title disputes that result from art theft, bankruptcy, and dissolution of business or marriages have come to the forefront of the art scene today. One product on the market, ARIS, is meant to protect both buyers and sellers against these kinds of problems. How does the insurance industry deal with title problems? Will having a work of art insured under art title hold up in court? Does having a work of art insured under art title affect value? Will this insurance create more stability in the art market? Moderated by James Martin, Orion Analytical, MA, with panelists Judith Pearson, ARIS, CO; Steven Pincus, DeWitt Stern Group, NY; Christopher Marinello, Art Loss Register, NY.
12:45 – 1:45 pm	LUNCHEON AND NETWORKING
2:00 – 3:15 pm	AFTERNOON SESSIONS <i>Specialist Session: Marine Paintings</i> , Ronald Bourgeault, Northeast Auctions, NH <i>Specialist Session: Gems & Jewelry</i> , Sarah Arts and Auction Center, NJ <i>Specialist Session: Collectibles</i> , Philip Weiss, Philip Weiss Auctions, NY <i>Appraisers Guide to Contract Law</i> , Jessica L. Darraby, Darraby Law, CA <i>Workshop: USPAP Updates</i> , Gayle M. Skluzacek, AAA, Abigail Hartmann & Associates, NY
3:30 – 4:45 pm	<i>Changes in the Marketplace: Important Jewelry and Diamonds</i> , R. Mark Bunda, Bunda Jewelry Appraisers, NY <i>Identifying Modern and Period Tool Marks</i> , Randy Wilkinson, Fallon & Wilkinson, CT <i>Specialist Session: Remington Bronzes</i> , Jane C.H. Jacob, AAA, Jacob Fine Art, IL <i>Appraisers Guide to Contract Law</i> , Jessica L. Darraby, Darraby Law, CA <i>Creating Your Personal Publicity Campaign</i> , Shannon Wilkinson, Cultural Communications, NY
5:00 – 7:00 pm	EVENING TOUR & RECEPTION <i>Museum of Arts and Design</i> , 2 Columbus Circle, NY, NY Join us for a special evening at the stunning, newly-opened Museum of Arts and Design, the country's leading institution dedicated to exploring the creative processes of contemporary artists and designers from around the world. <i>Sponsored by Huntington T. Block Insurance.</i>

REGISTRATION

- Yes, I will attend the 2008 National Conference and would like to register for the following:

- FULL CONFERENCE**
- \$495 AAA Members/Certified Members
- \$495 AAA Candidates/Friends/Student Affiliates
- \$525 ISA/ASA/RICS Members
- \$595 General Admission

- ANNUAL DINNER**
- \$80 Individual Dinner Ticket, AAA Members, Friends and Colleagues

- DAY PASSES**
- \$300 Saturday, November 8
- \$300 Sunday, November 9

- SESSIONS FOR ATTORNEYS**
(included in price of full registration, or can be purchased separately)
- \$65 Saturday, November 8, 2:00 pm Session
- \$65 Saturday, November 8, 3:30 pm Session
- \$100 Saturday, November 8, both sessions, and lunch
(Application for CLE accreditation of this program in New York is currently pending. Scholarships available for qualifying attorneys.)

Please call for information on vendor tables, newsletter advertising, website banner advertising, logo placement opportunities, event sponsorships, and more!

Name <small>(as you wish it listed on your name tag)</small>		
Title/Company <small>(as you wish it listed on your name tag)</small>		
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Please find enclosed my check in the amount of \$ _____ made payable to the Appraisal Institute of America, Inc., the educational foundation of the Appraisers Association of America.

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Signature

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