



COMPREHENSIVE APPRAISAL STUDIES PROGRAM

SUMMER 2018 INTENSIVE COURSE DESCRIPTIONS

***Orientation and Meet and Greet
with Linda Selvin, Executive Director
Appraisers Association of America
Date: July 2, 9:30 a.m. – 12:30 p.m.
Location: Appraisers Association***

An opportunity for students to introduce themselves. 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. (3 hours)

***Introduction to Appraising
Instructor: Joanne Kesten
Date: July 2, 1:30 p.m. – 5:30 p.m.
Location: Appraisers Association***

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) (4 hours)



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Research Methods for Appraisers

Instructor: Tom McNulty

Day 1: July 3, 9:30 a.m. – 5:30 p.m.

Day 2: July 5, 9:30 a.m. – 5:30 p.m.

Location: Appraisers Association

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. (14 hours)

Form and Ornament in the Decorative Arts

Instructor: Susan Hunter, AAA

Date: July 6, 9:30 a.m. – 5:30 p.m.

Location: Appraisers Association

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. (7 hours)

IRS Legal Guidelines

Instructor: Karin Gross, IRS, with guest Kelly Grimm Knowlton, IRS

Date: July 9, 9:30 a.m. – 5:30 p.m.

Location: Appraisers Association

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. (7 hours)



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Legal and Ethical Issues of Appraising

Instructor: Michael McCullough

Date: July 10, 9:30 a.m. – 5:30 p.m.

Location: Appraisers Association

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. (7 hours)

Appraisal Writing Workshop

Instructors: Sharon Chrust, AAA; Kathy Rosenblatt, AAA

Date: Day 1: July 11, 9:30 a.m. – 5:30 p.m.

Day 2: July 20, 9:30 a.m. – 5:30 p.m.

Location: Appraisers Association

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. (14 hours)

Appraising Fine Arts

Instructor: Sabine Wilson, AAA

Date: July 12, 9:30 a.m. – 5:30 p.m.

Location: Appraisers Association

Receive a general introduction to the methodology used in the inspection and appraisal of paintings, drawings, sculpture and mixed media. Medium, style, fakes, forgeries, and restoration work are addressed in terms of how they affect value and markets. (7 hours)



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Uniform Standards for Professional Appraisal Practice (USPAP)

Instructor: Gayle Skluzacek, AAA

Date: Day 1: July 13,, 9:30 a.m. – 5:30 p.m.

Day 2: July 16, 9:30 a.m. – 5:30 p.m.

Location: Appraisers Association

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. (15 hours)

The Art Auction

Instructor: Lark Mason, AAA

Date: July 17, 9:30 a.m. – 5:30 p.m.

Location: Appraisers Association

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. (7 hours)

The Business of Appraising

Instructor: Helaine Fendelman, AAA; Sheri Mason, AAA; Paul Cardile, AAA

Date: July 18, 10:00 a.m. – 5:00 p.m.

Location: Appraisers Association

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? (7 hours)



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Conservation of the Fine Arts

Instructor: Paul Himmelstein

Date: July 19, Group One: 9:30 a.m. – 12:45 p.m., Group Two: 2:15 p.m. - 5:30 p.m.

Location: Applebaum and Himmelstein Conservation Lab, 444 Central Park West, New York City

The course will introduce the basic structure of works of art. The causes of deterioration and how structure is connected to deterioration are discussed. Basic methods of examination available to the non-conservator are demonstrated, using works of art being treated in the lab. The importance of understanding condition and its effect on appearance and value will be discussed, as well as the way conservators work and their ethical constraints.

Students will get an understanding of how to work with conservators and how that joint work can inform the appraisal of a work of art. A knowledge of the structure of works of art, and the causes of their deterioration, are essential for understanding the impact of condition on the appearance and value of a work, as well as the measures needed for its preservation. (4 hours)

The Conservation of Furniture and the Decorative Arts

Instructor: Yuri Yanchyshyn

Date: July 19, Group Two: 9:30 a.m. – 12:45 p.m., Group One: 2:15 p.m. - 5:30 p.m.

Location: Appraisers Association

This course will introduce the attendees to the conservation of furniture and the decorative arts, as viewed by a practitioner of over 30 years. Beginning with a power point presentation outlining the principles of conservation and an overview of various objects, the class will then proceed to a guided tour of a fully functioning furniture and decorative arts conservation studio, and end with a detailed examination of various furniture and decorative arts objects, focusing on the historic techniques of creation, and how these objects have fared over time. Condition reporting regarding these objects, a necessary skill of any appraiser, will also be covered. (4 hours)

The Fine Art of Printmaking

Instructor: Roslyn Goldman, AAA

Date: July 23, 9:30 a.m. – 5:30 p.m.

Location: Appraisers Association

This course teaches the recognition and identification of print techniques including engraving, etching, woodcut, aquatint, lithography, and serigraphy found in European and American printmaking. Problems in identifying, and understanding print media will be addressed and the introduction of artists most importantly involved in printmaking will be discussed. Print terminology used in books, catalogues and in auction sales will be identified and explained. Viewing and handling of prints will be a feature of the course and an aid in the goal of print literacy. The print market for appraisal purposes will be included as a necessary part of valuation of graphic art. (7 hours)



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Damage and Loss

Instructors: Cynthia Herbert, AAA; Sabine Wilson, AAA

Date: July 24, 9:30 a.m. – 5:30 p.m.

Location: Appraisers Association

This course will focus on damage and loss appraisals, where the value of damaged or lost property must be assessed to facilitate insurance claim settlements and disputes. Learn what kind of examination and documentation is needed for claims, and how to prepare concise reports. (7 hours)

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

Instructor: Suzanne Smeaton

Date: July 25, 9:30 AM – 5:30 PM

Location: Appraisers Association

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. (7 hours)

The Estate Generalist

Instructor: Jennifer Garland Ross, AAA

Date: July 26, 9:30 a.m. – 5:30 p.m.

Location: Appraisers Association

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. (7 hours)