

Below is the text of the AAA National Conference 2000 brochure Due to our regular mailing procedures, you may receive two copies since you requested a priority mailing. Please be assured that your name is not duplicated in our database.

**AAA National Conference 2000
Appraising in the 21st Century:
Shifting Perceptions and Changing Realities
(Brochure text for email only. Printed Brochure to follow by mail.)**

**SUPPLEMENTAL ONE DAY SEMINAR
THURSDAY, NOVEMBER 9, 2000**

***Attorneys and Appraisers: Forging Professional Relationships:
The Law and Business of Art***

***A one day seminar offered in conjunction with the Entertainment, Arts & Sports Law Section
of the
New York State Bar Association***

Legal situations requiring the collaboration of appraisers and attorneys have proliferated in recent years as the volume of art being traded has increased dramatically and the vision of collectors has become more focused. This one day seminar offered in conjunction with the Entertainment, Arts & Sports Law Section of the New York State Bar Association will explore the types of legal situations requiring the services of appraisers, the professional standards which govern the profession of appraising and the services performed by appraisers which attorneys should find most useful.

This day-long conference on the law and business of art from the perspective of the appraiser will offer at least six (6) Continuing Legal Education credits for attorneys, including at least one (1) credit on ethics. The accreditation procedure for attorneys for this session will be handled by The New York State Bar Association on behalf of its Entertainment, Arts and Sports Law Section.

8:30 AM *Registration and Coffee*

9:00 AM

INTRODUCTION: HOW ATTORNEYS AND APPRAISERS WORK TOGETHER

Judith Bresler, Counsel, Cowan, Debates, Abrahams & Sheppard, co-author, *Art Law: The Guide for Collectors, Investors, Dealers and Artists*.

Victor Wiener, Executive Director, Appraisers Association of America, Inc.

9:15 AM

EXPERT OPINIONS AND LIABILITY PROBLEMS

Inherent risks, potential exposure and how they can be avoided.

Judith Bresler

10:00 AM

APPRAISERS AND THE AUCTION HOUSES

Legal problems with in-house appraisals.

The role of objective appraisals in potentially litigious situations.

Ralph E. Lerner, General Counsel, Appraisers Association of America, Inc.; co-author, *Art Law: The Guide for Collectors, Investors, Dealers, and Artists*.

10:45 AM *Coffee Break*

11:00 AM

INTERNATIONAL LAW

How new rulings in the U.S. have affected free trade and the value of objects.

The Steinhardt Case and the McClain case.

Erick Kaufman, Esq., President, Kaufman & Kaufman.

12:00 PM *Lunch*

1:30 PM

APPRAISAL STANDARDS: PROFESSIONAL STANDARDS WITHIN A SELF-REGULATED PROFESSION

The legal implications of the *Uniform Standards of Professional Appraisal Practice* (USPAP).

Standards of Professional Associations: *The Elements of a Correctly Prepared Appraisal*.

New insurance standards.

The role these standards may play in litigation.

Victor Wiener

2:15:PM

INSURANCE LITIGATION

The role appraisers have in resolving these cases.

Dennis D'Antonio, Esq., Weg and Myers, P.C.

3:00 PM *Coffee Break*

3:15 PM

COPYRIGHT LAW

How infringement of laws and statutes can affect value.

The Jeff Koons case.

Judith Bresler

4:00 PM

ART ON THE INTERNET

Potential legal problems and the effect on the value of art.

Appraising on-line.

Ralph E. Lerner

Roy Kaufman, Esq., Assistant General Counsel, John Wiley & Sons, Inc.

4:45 PM

APPRAISERS AS EXPERT WITNESSES

The professional qualities attorneys consider to be most important in appraiser/experts.

John Weltman, Esq., Partner, Lawson & Weitzen.

Victor Wiener

Sylvia Leonard Wolf, AAA, Sylvia Leonard Wolf, Inc.; Past President, Appraisers Association of America, Inc.; instructor, New York University, Appraisal Studies Program.

5:30 PM *Adjourn*

5:30 PM

REGIONAL REPRESENTATIVE MEETING

Regional Representatives of the National Council will meet to discuss the previous year and plan for the following year.

Appraising in the 21st Century: Shifting Perceptions and Changing Realities

Friday, November 10, 2000

8:00 AM *Registration*

9:00 AM President's Welcome

9:15 AM

THE CHANGING FACE OF THE ART MARKET: AN OVERVIEW

How has the art market changed over the past decade?

Will the new technology have a truly significant effect on the way art is bought, sold, and valued?

An overview by one of the country's most versatile art world participants: a well-known antiques dealer, host of a phenomenally successful TV series, and now as a participant in the world of internet auctions.

Chris Jussel, Sothebys.com; formerly host of *The Antiques Road Show*.

10:15 AM

APPRAISING ON-LINE: PART I

What type of on-line appraisal services are being offered on-line currently?

How reliable are they?

What type of liability situations are present for appraisers who participate in these services?

What is the position of professional associations concerning on-line appraisals?

Stephen Vincent, moderator, writer, *Art & Auction Magazine*.

Leslie Hindman, Founder and CEO, eppraisals.com.

David J. Maloney, ISA CAPP, Chief Appraisal Officer, CollectingChannel.com.

Robert B. Simon, AAA, Past President, Appraisers Association of America, Inc.; Robert Simon Fine Arts.

John Weltman, Esq., Partner, Lawson & Weitzen.

Victor Wiener, Executive Director, Appraisers Association of America, Inc.

11:00 AM *Coffee Break*

11:15 AM

APPRAISING ON-LINE: PART II

12:15 PM *Lunch*

2:00 PM

**NEW EXPECTATIONS BY CLIENTS IN THE AGE OF NEW
TECHNOLOGY:
A PRACTICAL GUIDE**

What does the consumer expect in an appraisal report?

Has the appraisal report changed?

What are the new appraisal standards for insurance and legal purposes?

Are on-line appraisals acceptable for IRS appraisals?

How much research is necessary?

Gayle M. Skluzacek, AAA, moderator, Abigail Hartmann Associates; Instructor, New York University, Appraisal Studies Program; Professor, State University of New York, Appraisals & Valuation.

Helaine Fendelman, AAA, Past President, Appraisers Association of America, Inc.; Instructor, New York University, Appraisal Studies Program.

Robert C. Klein, Esq., Cohen Goldstein & Silpe.

Moira Sullivan, Senior Attorney, Manhattan District Council, IRS.

Grace D. Thomas, Assistant Vice President, Personal Insurance Division, Atlantic Mutual Companies.

3:30 PM *Coffee Break*

3:45 PM

THE AAA WEBSITE

How has the AAA site developed since its launch one year ago?

How can members navigate within the site?

What are the plans for future expansion?

Mark Ryan, Director Interactive Services, icollector.com

4:30 PM *Adjourn*

6:00 PM

COCKTAIL RECEPTION: PHILLIPS INTERNATIONAL AUCTION HOUSE

406 East 79th Street, New York

Saturday, November 11, 2000

9:00 AM

THE INTERNET AUCTION, THE INTERNET MARKETPLACE AND THE APPRAISER

Is there really a new marketplace?

What type of documentation is being generated?

What type of cyber-salesrooms are developing and what can one expect to see in the future?

What effect has the putative Diebenkorn sale had on e-commerce?

Mark Bridge, co-moderator. Editor-in-Chief, *Antiques Trade Gazette* and *Antique Week*

Anne Somers, co-moderator, Commercial Director, *Antiques Trade Gazette* and *The Antique Dealer Newspaper*

Geoff Iddison, General Manager, ebay Great Collections.

Jose Nunez, President, Kaledon On-line Ventures.

Mark Ryan, Director Interactive Services, icollector.com.

Usha Subramaniam, President, Icon20.com.

11:00 AM *Coffee Break*

11:15 AM

WORKSHOP SEMINARS: EMERGING MARKETS AT THE TURN OF THE MILLENNIUM

Archives: The Nixon Papers: John R. Payne, Director, Payne Associates.

Latin American Art: Isabella Hutchinson, Director, Latin American Art, Sotheby's.

American Art Pottery: Eric Silver, Doyle New York.

18th & 19th Century European Furniture: the Middle Market: Anne Igelbrink, Assistant Vice President, European Furniture & Decorative Arts, Christie's East.

Technology Sessions: *icollector.com*: Mark Ryan, Director Interactive Services; *artnet.com*: Karen Amiel, Vice President, Content and Promotion.

12:30 PM *Lunch*

2:00 PM

WORKSHOP SEMINARS

Textiles & Restoration: Gina Bianco, Owner, Gina Bianco Textile & Costume Conservation & Aesthetics Services.

Lesser Known American Artists of the 20th Century: Gene Shannon, Owner, Shannon's Fine Art Auctioneers

Post-war Studio Glass: Greg Kuharic, Vice President, 20th Century Decorative Works of Art, Sotheby's.

Asian Art an Overview: Joel Frankel, E & J Frankel Ltd.

Technology Sessions: Stephen J. Abt, President and CEO, *ArtFact*; Jodie Benson, Marketing Director, Gordon's Art Reference.

3:30 PM *Coffee Break*

3:45 PM **WORKSHOP SEMINARS**

Architectural Artifacts: Evan Blum, Irreplaceable Artifacts.

The New Art: Holly Solomon, Holly Solomon Gallery.

Costume Jewelry: Roy Rover, Roy Rover New York.

Oriental Rugs: Alice Schleusner, Owner, Kings House Orientals.

Photography: Marjorie Neikrug-Raskin, AAA, Neikrug Appraisals Ltd.

5:00 PM *Adjourn*

4:00 PM

CORPORATE SPONSORS MEETING NOTICE

Limited to AAA Corporate Sponsors. An opportunity to learn recent legal and legislative developments affecting appraisers and the corporations which employ them.

5:15 PM

RECEPTION

An informal gathering with wine and a light buffet at the 23rd Floor Sky Lobby of the Marriott Marquis.

Raffle prizes will be awarded

Sunday, November 12, 2000

8:00 AM

REGIONAL BREAKFAST

An opportunity to meet colleagues from your area and plan regional events.

9:00 AM

IS THE LIVE AUCTION DEAD? REGIONAL MARKETS AND THE WORLD WIDE WEB

How have smaller, regional auction houses responded to the new technological environment?

Are sales patterns changing?

Are sales data readily available for appraisers?

What can one expect to see in the future?

Alexandra Peers, moderator, Art Editor, *The Wall Street Journal*.

Kathleen M. Doyle, Chairwoman, Doyle New York.

Alicia Gordon, Vice President, Marketing and PR, Skinner, Boston.

Deborah Seidel, President, Sloan's North Bethesda and Miami.

Michael Wolf, Director, ewolfs.com.

10:30 AM *Coffee Break*

10:45 AM

NEW IRS AND LEGAL ISSUES

What has the IRS stated in its new position paper?

How is the IRS changing and what can one expect to see in the future?

What problems are connected with Holocaust art claims? What impact does this have on value?

How can title registration protect the value of works of art?

Ralph Lerner, moderator: General Counsel, Appraisers Association of America, Inc.; co-author, *Art Law: The Guide for Collectors, Investors, Dealers, and Artists*.

Karen Carolan, Chair, Art Appraisal Service, Chairwoman, Art Advisor Panel, Internal Revenue Service

Constance Lowenthal, Director, Commission for Art Recovery.

Anna J. Kisluk, Director of Art Services, Art Loss Register.

12:15 PM *Lunch*

2:00 PM

THE DIGITAL IMAGE: STRENGTHS AND LIMITATIONS

Erik Petersen, CEO, Orbidex.com.

2:30 PM

CHANGES TO THE UNIFORM STANDARDS OF PROFESSIONAL APPRAISAL PRACTICE AND ADVANCED CRITERIA FOR PERSONAL PROPERTY APPRAISERS

Jim Park, Director of Research and Technical Issues, The Appraisal Foundation.

3:00 PM

DEPART FOR THE TRIPLE PIER SHOW

The Triple Pier Show, New York's largest indoor antiques market, has over 800 dealers exhibiting fine and decorative arts from all countries and periods. Round trip bus transportation will depart from the Marriott Marquis at 3:00 PM and return at approximately 7:15 PM.

Monday, November 13 & Tuesday, November 14, 2000

**UNIFORM STANDARDS OF PROFESSIONAL
APPRAISAL PRACTICE (USPAP)
COURSE AND EXAMINATION
AT NEW YORK UNIVERSITY**

Monday, November 13 & Tuesday, November 14, 2000

9:00 A.M. - 5:30 P.M.

This course, offered in conjunction with New York University School of Continuing Education Program in Appraisal Studies in Fine and Decorative Arts, establishes a unified code of ethics and standards for appraisal report writing. It is designed for practicing appraisers and NYU Appraisal Studies students, and concentrates on personal property appraising.

The class will meet at NYU's Midtown Center, 11 West 42nd Street. Cost \$340. plus a non-refundable \$20. registration fee. To register, call (212) 998-7171 or (212) 998-7130 and mention course code X03.9503.

GENERAL INFORMATION - NOVEMBER 9 - 12, 2000

CONFERENCE LOCATION:

New York Marriott Marquis
1535 Broadway (45th Street)
New York, NY 10036

Phone: (212) 398-1900
Fax: (212) 704-8930

THREE DAY CONFERENCE REGISTRATION FEES:

AAA Members	\$495.
Non-Members	\$559.
Candidates of the AAA	\$530.
Students of the AAA	\$530.
Friends of the AAA	\$530.

A \$50 late fee will be assessed after **November 1**. Refunds are not available after November 6, 2000. Special rates for individual days are available upon request.

TRAVEL ARRANGEMENTS ARE AVAILABLE THROUGH:

United Airlines, the official airline for the 2000 AAA National Conference, is offering special discounts. For reservations call (800) 521-4041, Monday through Sunday, 7 AM to 10 PM. Refer to Meeting ID Code # 542Z0, to receive a special discount.

CONFIRMATION OF REGISTRATION:

Confirmation letters will be sent to individuals once registration forms have been processed.

REGISTRATION HOURS:

Thursday, Friday and Saturday 8:00 A.M. — 2:00 P.M.

Participants may pick up their packets containing all necessary materials at the registration desk during these hours. Registrants must wear a valid name badge to attend any AAA function.

PLACEMENT SERVICE / EMPLOYMENT:

A placement service will be available for all members wishing to collaborate on appraisal projects or for those seeking employment or internships. Please notify the registration desk.

RECERTIFICATION POINTS:

All attendees receive 5 points per day for future certification or recertification. Please have your forms signed by a member of the Board of Directors or the Executive Director.

HOTEL ACCOMMODATIONS:

A limited number of rooms are reserved at the Marriott Marquis Hotel at the AAA exclusive rate of \$264 per night (normally \$385 for single/twin bedded rooms. Mention Appraisers Association to reserve at this rate. To reserve a room, contact (800) 843-4898, before **October 18, 2000**.

EXHIBITORS AT THE CONFERENCE:

A select number of suppliers have been invited to exhibit their products and services including book dealers and computer vendors.

REGISTRATION FORM

Please register me for the:

Conference plus one-day seminar (Thurs. - Sun. -- Nov. 9 - 12)

Three day Conference only (Fri. - Sun. -- Nov. 10 - 12)

One-day seminar (Thursday -- Nov. 9)

Name _____

Address _____

City _____ State _____

Zip _____ + _____

Telephone _____

Fax _____

E-Mail _____

Registration Options:

1. Registration are accepted by mail, fax, e-mail or phone.

AAA
386 Park Avenue South Tel. 212 889 5404
Suite 2000 Fax 212 889 5503
New York, NY 10016 Email: AAA1@rcn.com

2. Payment may be made by check or credit card (Visa or MasterCard only)

Make **checks** payable to the Appraisal Institute of America, Inc.

For credit card registrations, please include account number, expiration date and signature.

For e-mail registrations, please include complete contact information, status with the AAA, fee, credit card account number and date of expiration.

Registration fee includes:

- * All Sessions
- * All Luncheons and Coffee Breaks
- * Friday reception at Phillips Auction House.
- * Saturday reception
- * Educational Materials
- * Tickets to the *Triple Pier Show*.

REGISTRATION FORM

Status	Number of Participants	Thursday Only	Three Day Conference	Discounted Three Day +Thursday	Total
Member	_____	___ \$185.	___ \$495.	___ \$635	_____
Non-Member	_____	___ \$209.	___ \$559.	___ \$723	_____
Candidate	_____	___ \$199.	___ \$530.	___ \$685	_____
Friend of AAA	_____	___ \$199.	___ \$530.	___ \$685	_____
Student of AAA	_____	___ \$199.	___ \$530.	___ \$685	_____
Grand Total				\$_____	

For Credit Card Registrations

Master Card Visa (*please circle one*)

Card Number _____

Expiration Date _____

I authorize the charge of \$_____ to my account listed above.

_____ (*Signature.*)

___ Check enclosure for \$ _____.