

# GREAT LAKES CHAPTER NEWSLETTER



## PRESIDENTS REMARKS LES LINDER, MAI - 2006 CHAPTER PRESIDENT

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<b>President</b>	<b>Lesley J. Linder, MAI, CCIM</b>
<b>Vice President</b>	<b>Susan P. Shipman</b>
<b>Treasurer</b>	<b>Doris B. Hellenbart, MAI</b>
<b>Secretary</b>	<b>James T. Hartman, MAI</b>
<b>Directors At-Large</b>	<b>Marshall A. Brulez, MAI</b> <b>Timothy Cronin, MAI</b> <b>Keith E. Darin, MAI</b> <b>Scott J. Lee</b> <b>David K. Rexroth, MAI, SRA</b> <b>John D. Sabin, MAI</b> <b>Edward B. Stehouwer, MAI, SRA</b> <b>Joseph L. Torzewski</b>
<b>Past President</b>	<b>Kenneth A. Blondell, MAI</b>

Dear Membership and Appraisal Community,

I take office with great optimism for our Chapter and profession. Thanks to all of the officers who have preceded me and have put our chapter on a solid foundation both financially and socially. The stewardship entrusted to me is no light matter and I intend on strengthening and expanding our already sturdy foundation.

Interest rates appear to be modestly rising and the new federal administration has yet to play out, however, all indications at this time suggest a continuation of fiscal restraint and a historic low interest rate environment. Needless to say, this is the primary bell weather for our industry. But make no mistake; we must not be complacent as the new economy can change overnight. Therefore we must continue to embrace technological advances, maintain high standards of professionalism and educate ourselves constantly.

It is fantastic that our Education Chairperson, David Rice, has been a consistent presence in our leadership of the educational program, which will be offering a record number of classes this year in our own backyard.

The board and I will be working on many important issues for the coming year but make no mistake, offering our members and other peers the best possible education is still our single most important mandate. We will continue to add and improve on our educational offerings particularly as the new ABQ 2008 requirements approach. Look for us to offer "starter" packages or discounts to take a series of initial pre-licensure courses. We must support our own educational offerings and persuade our colleagues and employees to take Appraisal Institute classes. Education of our members in the latest techniques and methods will continue to separate us from non-Appraisal Institute members in this competitive environment. Whether it be appraisal methodology, technology or "how to market your business", we need to offer such resources to our members.

In terms of national and the chapter promoting our industry, I see both doing more than ever before, whether it be a substantial advertising campaign on a national level or a well funded chapter PR committee attending a multitude of trade shows throughout our State. Also, national's commitment to understanding government policy as it affects our industry both federally and more importantly on a state basis should not be discounted. National has recently hired a single individual responsible for tracking state legislation. We are also blessed with extremely knowledgeable and connected members in our own chapter including Terry Oetzel, John Miller, Jeff Grendysa, Howard Babcock, Jumana Judeh and many others.

I would like to focus on several areas for improvement in the chapter this year:

### Improving relations with the Mid-Michigan Chapter

Look for upcoming events/educational offerings wherein we possibly co-sponsor or at least foster involvement with our two Chapters. We can and will be a better organization if we can incorporate and harness the talents of both our memberships

### Increasing and improving our public relations committee and its impact on our Chapter

Through a fully staffed public relations committee led by Ken Blondell, along with an increased financial commitment by the Chapter, our recognition campaign should start showing dividends to our membership

### Our Chapter retreat

Building on last year's retreat in Gaylord, look for announcements about this year's retreat featuring more education (prior to July 31) and heavy on the social bonding for what is sure to become a "can't miss" event of the year.

None of this is possible without the constant efforts of many volunteers. I encourage each one of our members to approach me or another officer/board member to solicit new ideas and volunteer your time to improving the Chapter and what it offers to all of us.

Cheers!  
Les Linder  
2006 President

## PUBLIC RELATIONS UPDATE

The Great Lakes Chapter recently made donations of the textbooks, The Appraisal of Real Estate, Twelfth Edition and The Dictionary of Real Estate Appraisal, Fourth Edition to the ten largest Universities throughout the State of Michigan. The textbooks were well received and will be placed in their respective libraries for all to use. Thanks to Jeff Grendysa, SRA, our Regional Chair, for taking the lead on this effort.

The Public Relations Committee continues to look for opportunities for our Chapter to be recognized and grow. Anyone interested in becoming involved in the Public Relations Committee for the Great Lakes Chapter is asked to contact Ken Blondell, the Public Relations Chair at (248) 540-0040 ext. 105 for more information.

## DECEMBER 2005 CHAPTER MEETING

The December 2005 Chapter meeting was held in Livonia. The meetings program included the swearing in of the Chapter's 2006 Officers and Directors.



2006 Officers and Directors being sworn in by R. Wayne Pugh, MAI, Vice President-Appraisal Institute



2006 Officers: Les Linder, MAI, Jim Hartman, MAI, and Susan Shipman (Doris Helenbart, MAI absent) with Wayne Pugh, MAI Vice President –Appraisal Institute



Bruce Closser, MAI, SRA receiving the Connie Vickroy Award for Distinguished Service.  
The Award was presented by Ken Blondell, MAI 2005 Chapter President.  
In attendance was R. Wayne Pugh, MAI 2006 Vice President – Appraisal Institute.

## FEBRUARY 2006 CHAPTER MEETING

The February meeting was held in Grand Rapids.



Hope Atuel, Director of Public Relations & Marketing at The Appraisal Institute.

## FEBRUARY 2006 CHAPTER MEETING (CON'T)



Robert Taylor, President of the CCIM Michigan Chapter

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### NEW MEMBERS

Jeannie D. Adcox  
Affiliate  
Oklahoma City, OK

Jeffrey T. Cutler  
General Associate  
East Lansing, MI

Christian B. Melton  
General Associate  
Grand Rapids, MI

Mark A. Rutkowski  
Affiliate  
Livonia, MI

David S. Thomas  
Affiliate  
Clarkston, MI

Edward E. Bowen  
Residential Associate  
Commerce Twp., MI

Rose A. Dankis  
Residential Associate  
Plymouth, MI

E. Eugene Peterbridge  
Residential Associate  
Otter Lake., MI

Jamie E. Sasena  
Residential Associate  
Milford, MI

Paul Zachos  
General Associate  
Farmington Hills, MI

Ion Caza  
Residential Associate  
Troy, MI

Marc A. DeHollander  
Residential Associate  
Byron Center, MI

Anthony L. Reese  
Residential Associate  
Harrison Twp., MI

John O. Stelzer  
General Associate  
Traverse City, MI

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## **JOB LISTINGS**

### **SENIOR REVIEW APPRAISER**

Major commercial mortgage investment group seeks MAI appraiser to review outside written appraisal reports for a national portfolio of diverse income-producing properties. A six figure compensation package, including comprehensive benefits package, and relocation assistance, will be offered. Position located in high quality-of-life Midwest community. Interested candidates should forward a detailed resume as a Word Document, including most recent compensation

### **COMMERCIAL APPRAISER**

Growing Wayne County firm is looking to hire commercial appraiser for fee assignments.

Primary market is Wayne County. Compensation commensurate with experience and Production. Some experience necessary but will train.

Send resume to [abarnas@sbcglobal.net](mailto:abarnas@sbcglobal.net).

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# CALENDAR OF EVENTS

## Educational Offerings and Meetings

March 20, 21, 23 & 24, 2006	<b>Basic Appraisal Principles</b> Instructor: Winfield Cooper, SRA 28 Hours (30 with Exam)	LaSalle Bank Troy
April 10-15, 2006	<b>Course 500 – Advanced Residential Form &amp; Narrative Report Writing</b> Instructors: Diane M. Gilbert, MAI, SRA 20 Hours (40 with report)	Ypsilanti Marriott Ypsilanti
April 21, 2006	<b>FHA and the New Residential Appraisal Forms</b> Instructor: Winfield Cooper, SRA 7 Hours	Fetzer Center Kalamazoo
April 24, 25, 27 & 28, 2006	<b>Basic Appraisal Procedures</b> Instructor: Winfield Cooper, SRA 28 Hours (30 with Exam)	LaSalle Bank Troy
April 28, 2006	<b>7 Hour National USPAP Update (7 hours) MI &amp; Laws &amp; Rules (2 hours)</b> Instructor: Bruce Closser, MAI, SRA	Landmark Inn Marquette
May 2, 2006	<b>Mortgage Fraud</b>	Dearborn Hyatt Regency Dearborn
May 4, 2006	<b>Appraisal Review- General</b> Instructor: Winfield Cooper, SRA 7 Hours	Holiday Inn-Gateway Centre Flint
May 4, 2006	<b>Chapter Meeting (Evening)</b>	Holiday Inn-Gateway Centre Flint
May 5, 2006	<b>Reviewing Residential Appraisal Reports</b> Instructor: Winfield Cooper, SRA 7 Hours	Holiday Inn-Gateway Centre Flint
May 12, 2006	<b>7 Hour National USPAP Update</b> Instructor Winfield Cooper, SRA	Troy
May 18-19, 2006	<b>Course 410-USPAP</b> Instructor: Terrell Oetzel, MAI 15 Hours (including a 1 hour exam)	LaSalle Bank Troy
June 1, 2006	<b>Introduction to Income Capitalization</b> Instructor: Jack L. Bailey, MAI, SRA 7 Hours CEC	Double Tree Hotel Detroit
June 2, 2006	<b>TBA</b> Instructor: Richard L. Borges II, MAI, SRA 7 Hours CEC	Double Tree Hotel Detroit

## CALENDAR OF EVENTS (CON'T)

June 19-24, 2006	<b>Course 310- Basic Income Capitalization</b> Instructors: Mark Ratterman, MAI, SRA & John Urbek, MAI	Ypsilanti Marriott Ypsilanti
June 28, 2006	<b>MI Laws &amp; Rules (2 hours)</b> Instructor: Bruce Closser, MAI, SRA	Hilton Grand Rapids Airport Grand Rapids
June 29, 2006	<b>7 Hour National USPAP Update</b> Instructor: Bruce Closser, MAI, SRA	Hilton Grand Rapids Airport Grand Rapids
June 30, 2006	<b>Course 420, Business Practice &amp; Ethics</b> Instructor: Bruce Closser, MAI, SRA 7 Hours (8 with Exam)	Hilton Grand Rapids Airport Grand Rapids
July 26-28, 2006	<b>CHAPTER RETREAT</b>	Treetops Resort Gaylord
September 8, 2006	<b>Analyzing Commercial Lease Clauses</b> William T. Anglyn, MAI 7 Hours CEC	Double Tree Hotel Detroit
October 9-14, 2006	<b>Report Writing &amp; Valuation Analysis</b> Instructors: Richard C. DuBay, SRPA, SRA & Alan Blankenship, PhD 26 Hours (40 hour with exam)	Holiday Inn-Gateway Centre Flint
October 19, 2006	<b>7 Hour National USPAP Update (7 hours)</b> <b>MI Laws &amp; Rules (2 hrs)</b> Instructor: Terrell Oetzel, MAI	Ypsilanti Marriott Ypsilanti
October 20, 2006	<b>Effective Appraisal Writing</b> Alan Blankenship, PhD 7 Hours	Ypsilanti Marriott Ypsilanti
November 10, 2006	<b>Scope of Work</b> Instructor: Bruce Closser, MAI, SRA 7 hours	Double Tree Hotel Detroit
December 7, 2006	<b>What Clients Would Like Appraisers to Know</b> Instructor: George Mann, MAI, SRA 7 Hours	Marriott Detroit-Livonia Livonia
December 8, 2006	<b>Understanding and Testing DCF Valuation Models</b> Instructor: George Mann, MAI, SRA 4 Hours	Marriott Detroit-Livonia Livonia
December 8, 2006	<b>Chapter Meeting</b> Installation of 2007 Officers	Marriott Detroit-Livonia Livonia

Visit our website, [www.glcai.com](http://www.glcai.com), for up to date information on seminars that will be added

## SAVE THESE DATES

### !!!! SAVE THE DATE !!!!

**What:** Mortgage Fraud Seminar  
**When:** Tuesday, May 2, 2006  
8:00 am to 5:00 pm  
**Where:** Dearborn Hyatt Regency

### “MORTGAGE FRAUD SOARS”

-- Detroit News, February 21, 2006

This important and topical seminar is being presented by the Great Lakes Chapter.

Don Kelly, Director of Public Affairs for the Appraisal Institute, will serve as the panel moderator. Panel members include:

Forrest Maher of the State of Michigan Real Estate Licensing Enforcement Division;  
Special Agent Brian Cooney of the FBI;  
Capt. Chris Swanson of the Genesee County Sheriff's Department;  
Terrell Oetzel, MAI, Chair of the State Licensing Board;  
Dean McGee of First Horizon Home Loan Corporation; and  
Jan Markowski, Jackson City Assessor, among others.

Hear about real-time cases involving property flips, straw buyers, identity theft and other “hot” topics. Learn what the good guys are doing to protect mortgage industry participants from what the bad guys are doing. (Details on continuing education credit to be announced.) You don't want to miss this event. Watch your inbox and mailbox for details!

This event is endorsed by the Michigan Mortgage Lenders Association, Michigan Assessors Association, and the American Society of Appraisers.

### !!!! SAVE THE DATE !!!!

**What:** Second Annual Chapter Retreat  
**When:** Wednesday, July 26, 2006 –  
Friday, July 28, 2006  
**Where:** Treetops Resort, Gaylord, MI

Building on the enthusiasm generated at last year's inaugural retreat, we will increase the social/networking and educational opportunities this year. Details to follow, but generally plan on arriving Wednesday mid-afternoon and get your two-hour Michigan Update class behind you. That evening, unwind at a casual Welcome Dinner on the deck of the Warming House on the ski hill. Walk to your room for a good's night sleep because Thursday will be action-packed—educational offerings morning and/or afternoon, golf or swim in the afternoon, Chapter banquet that night. Friday, another morning educational offering and you're on your way by noon. Bring family and make it the beginning of a weekend vacation or just bring yourself! Details to be announced soon ... but mark your calendar now.

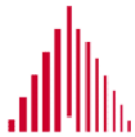


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We're on the web!  
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