

MONDAY, OCTOBER 8 • IAC

MTS
California Ballroom A

PERSONAL PROPERTY
El Capitan

REAL PROPERTY
Capistrano

ARM
Palos Verdes

7:15 - 8:00am

REGISTRATION & CONTINENTAL BREAKFAST
California Promenade

8:00 - 8:30am

Introduction & Opening Remarks
California CD

8:30 - 9:30am

**Put on Your Mouse Ears and Shake up Your Thinking
About the Secrets of Business Success!**
Valerie Oberle
California CD

9:30 - 9:35am

Change Break

9:35 -
10:35am

**Pitfalls in Appraising
Concrete Products
Plants and Aggregate
Processing**
Leland Martin, ASA

**The Appraisal
Foundation and
Personal Property
Activities**
David Bunton

**Big Box Appraisals
Without a Lease**
Larry Golicz, ASA

**Getting More
Business: Expert
Placement Firms -
The Good, the Bad,
and the Manageable**
Toby Edwards

10:35 -
11:00am

REFRESHMENT BREAK & NETWORKING IN EXHIBIT HALL
California Promenade

11:00am -
12:00pm

**DANGER Will
Robinson!
Da Vinci Robots are
Here to Stay**
Doug Krieser, ASA

**The Science of Qualified
Appraisals with
Charitable Contributions**
Dennis Leonard

**Appraising the Big
Boxes Without a Lease
(continued)**
Larry Golicz, ASA

**USPAP 2018-2019
Update and Future
Issues**
Jay Fishman, FASA

12:00 -
1:30pm

INTERNATIONAL AWARDS PRESENTATION & LUNCH
California CD

1:30 - 3:00pm

**Fixed Asset
Management:
How Good is Your
Fixed Asset Ledger**
Michael Crismyre, ASA

**PP/BV Team: When
Joint Personal Property
and Business Value
Appraisals Are Needed**
Joy Berus
Carston Hoffman, ASA

**Attacking and Defending While
Staying out of Trouble**
Ted Whitmer
*Note: This session will be held in the
Capistrano Room*

3:00 - 3:30pm

REFRESHMENT BREAK & NETWORKING IN EXHIBIT HALL
California Promenade

3:30 - 5:30pm

**Aviation Roundtable
- Current Market
Trends and Insights
From Industry
Experts**
David Crick, ASA
David Fisher, ASA
Barbara Spoor, ASA
(3:30 - 4:30pm)

**The Art of Credibility
Before the IRS and US
Tax Court**
Nancy Escher, ASA
Dennis Leonard
John Thomson, ASA

**Appraisal Reports and Expert Testimony for
Property Tax Appeals**
Chris Robinson
Jack Young, ASA
Mike Evans, FASA
*Note: This session will be held in the
Capistrano Room*

**MTS Off-Site Tour
Bottle Logic Brewery**
(4:30 - 7:00pm)

5:30 - 7:00pm

**PRESIDENT'S NETWORKING RECEPTION &
EDUCATIONAL FOUNDATION SILENT AUCTION**
California Promenade

TUESDAY, OCTOBER 9 • IAC

	MTS California Ballroom A	PERSONAL PROPERTY El Capitan	REAL PROPERTY Capistrano	ARM Palos Verdes
7:15 - 8:00am	CONTINENTAL BREAKFAST California Promenade			
8:00 - 9:00am	Is Your Practice Working For You? <i>Rod Burkert</i> California CD			
9:00 - 9:05am	Change Break			
9:05 - 10:35am	Database Management: Using Databases to Effectively Enhance Your Appraisals	Laws and Regulations Pertaining to Wildlife and Wildlife Products <i>Joseph Ventura</i>	Going Concern Appraising for Real Estate Appraisers <i>L. Deane Wilson, ASA</i>	Building Your ARM Practice <i>Terri Lastovka, ASA</i>
10:35 - 11:00am	REFRESHMENT BREAK & NETWORKING IN EXHIBIT HALL California Promenade			
11:00am - 12:00pm	Inspecting Machine Tools: A General Overview <i>Alec Story, ASA</i>	Provenance Research for Appraisers <i>Agnes Penot</i>	Going Concern Appraising for Real Estate Appraisers (continued) <i>L. Deane Wilson, ASA</i>	The Appraiser's High-Wire Act: Legal and Ethical Perils <i>Lela Hersh, ASA</i> <i>Jeffrey Brend, ASA</i>
12:00 - 1:00pm	IAC LUNCH ON OWN			
1:00 - 2:00pm	I Made a Mistake? You Must be Mistaken! Valuing Tractors and Trailers <i>Michael Winterfeld, ASA</i>	Science and Authentication: An Overview <i>Eric Doehne</i>	Appraising Stigmatized Properties <i>Randall Bell</i>	Does Your Report Pass Muster in a BV Audit? <i>Ray Rath, ASA</i>
2:00 - 2:05pm	Change Break			Change Break
2:05 - 3:05pm	High Technology Equipment - Love it or Hate It <i>Alex Steele, ASA</i>	The Current Values of African Tribal Art <i>Joshua Dimondstein</i>		How to Review a Business Valuation Report <i>Carla Glass, FASA</i> <i>Robert Schlegel, FASA</i>
3:05 - 3:30pm	REFRESHMENT BREAK & NETWORKING IN EXHIBIT HALL California Promenade			
3:30 - 5:00pm	Property Tax Roundtable - Practical Insights for Appraisers Considering Working in Ad Valorem <i>Karen Milan, ASA</i> <i>Raymond Krasinski, ASA</i> <i>Lee Robinette, ASA</i>	The Art of Valuing Art and Collectibles in Tax Related Matters <i>Joy Berus</i>	Appraising Stigmatized Properties (continued) <i>Randall Bell</i>	Banking Regulations Affecting Your Appraisal Practice? <i>Paul Cogley, ASA</i>
5:30 - 6:30pm	WOMEN'S NETWORKING RECEPTION Sunset Deck			
6:30 - 7:30pm	RISING STARS HAPPY HOUR (invitation only) Vista Lounge			



WEDNESDAY, OCTOBER 10 • IAC				
	MTS California Ballroom A	PERSONAL PROPERTY El Capitan	REAL PROPERTY Capistrano	ARM Palos Verdes
7:15 - 8:00am	CONTINENTAL BREAKFAST California Promenade			
8:00 - 9:00am	Are You a Trend Setter? <i>David Cole, ASA</i>	Crime and Property: How Art and Personal Property is Used in Criminal Actions <i>FBI Special Agent Christopher McKeogh</i>	Drone Technology and Its Impact on the Appraisal Industry <i>Lamar Ellis</i>	Growing Your Online Presence with Measurable Results <i>David Mitroff</i>
9:00 - 9:05am	Change Break			Change Break
9:05 - 10:35am	Tax Reform and Lease Accounting Changes - Opportunities for the MTS Appraiser? <i>Paul Cogley, ASA</i> (9:05 - 10:05am)	Blockchain and Cryptocurrencies in the Arts and Collectibles Market Explained <i>Mark Lurie</i>		Scope of Work <i>Melanie Modica, ASA</i>
	REFRESHMENT BREAK & NETWORKING (10:05 - 10:30am)			
10:35 - 11:00am	Yellow Iron – The Good, The Bad and The Rusty <i>Ron Victor, ASA</i> (10:30 - 11:30am)	REFRESHMENT BREAK & NETWORKING California Promenade		
11:00am - 12:30pm	USPAP Outside the Box - Real World Tips and Examples for Appraisers <i>Raymond Krasinski, ASA</i> (11:30am - 12:30pm)	Appraising Appraisals in a Rapidly Evolving Art Market <i>Vivian Ebersman</i>	How to Expand Your Appraisal Practice <i>William Wilson, FASA</i>	Turning Excel Spreadsheets into Databases <i>Matt Kaufman, ASA</i>
12:30pm	CONFERENCE ADJOURNS			

