



Equipment Appraisers Association of North America

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Clinton, PA 15026

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EAANA Newsletter

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Jean Novotny,
President

Dear Members,

New Year Resolutions and Business Goals get all of the hoopla, but I find taking time for evaluation mid year is more productive. Now is a good time to review the development of your business and checking those goals you set in January. What is the second half of the year starting to look like for you?

I hope that your appraisal business is growing, whether it's getting more of your customary appraisals, or expanding your horizons by doing different types of equipment or appraisals for different purposes. Many of our members find constantly switching between their equipment sales or auctioneer's hat and appraiser's hat causes them time commitment problems and added stress. Working with other EAANA appraisers could be one answer to maximizing your workload while maintaining high quality appraisal reports.

In recent conversations with members, I learned that there are more of us who are engaged in joint venture appraisal projects, rather than just passing along leads. Working on a JV project helps expand one's experience, and can be a safeguard for avoiding potential appraisal pitfalls common to a particular field or area. Modern technology like the Internet and conference phone calls make it easier to work with another appraiser who could be anywhere in the world. Clients benefit from reports written by the best in the industry and often at an ultimate savings.

"Working Joint Venture Appraisals" might be a viable topic for next January's meeting. If you would be interested or have any other suggests, let us know. One of the benefits of membership is sharing experiences, both positive and negative, which happens formally and informally at our annual meeting..

A primary goal set by the Board of Directors this year is to encourage and help Candidate Members obtain their Credited Senior Appraiser level. If you are in this group, and want to talk about what you need to achieve CSA, please email or phone me or any other board member. The Board of Directors wants you to succeed. Your success enables our Association to continue to be well respected by the industrial, financial and legal communities we serve.

Changes are in the works for the Associate Member category next year. Subcategories will identify companies that are not appraisal firms but are resources or suppliers for appraisers. If you know of a firm that should be listed, why not contact them on behalf of EAANA. The Associate Members dues are also increasing to \$200.00.

You may be surprised I've managed to write so much without mentioning USPAP. OK, here's your reminder: if you haven't checked your reports to make sure they are in compliance with July 1, 2006 USPAP, now is the time to do it. If you have questions, or want a sample report reviewed, let us know. If you need to be recertified, we are making plans to offer the 7 hour course later this year.

In closing, I want to express the hope that I can successfully follow in the footsteps of successful past presidents. My goal is to continue to build and maintain this great Association, an organization that is renown for its members' integrity, knowledge, and dependability.

Sincerely,

EAANA NEWS & UPDATES

- **Special Acknowledgment** to those who have completed all reaccreditation requirements for Certified Senior Appraiser (CSA).

Charles Winternitz, CSA

Glenn Winternitz, CSA

- **Congratulations** to those who have passed the EAANA Comprehensive Exam!

John Lowder

Barry Laney

Tim Dewey

Joe Harrington

- **Well Done** to the following members who made the effort to upgrade to Certified Senior Appraiser (CSA).

John Lowder, CSA

Barry Laney, CSA



2007 Board of Directors. Left to right seated: Michael Hunyady, Jean Novotny, Barry Forbes, Jim Balsarini. Back row left to right: Jim Skelton, Jerry Dover, Rick Volz, Alex Paris, Tim Schwer.

Welcome New Members

Mark Turner,

Ball Ground, GA

Robert E. Meisinger

Northbrook, IL

Gerald L. Fangman,

Arvada, Colorado

USPAP

EAANA President Jean Novotny, is our USPAP advisor. Jean is an AQB Certified USPAP instructor. You can reach her at 510-769-8952 or email: jnovotny@sbcglobal.net

Go to our website at www.eaana.org and get the latest updates to USPAP.

Articles:

Michael Hunyady, President of Hunyady Appraisal Services, has written an article in the Construction Business Owner Magazine. You can find it on their website at www.constructionbusinessowner.com in the Jan. 2007 Issue. This is good resource information.



2008

We are already planning the 2008 Annual Meeting. Take time to clear your calendar for January 25th and 26th, 2008.

