



**2012 SPRING CONFERENCE - RETROSPECTIVE**  
**AARO RETURNS TO ITS BIRTHPLACE**  
**SWEET HOME CHICAGO**

## President ' s Letter—Don Rodgers

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### AARO ' s Mission:

To Improve the Administration and Enforcement of Real Estate Appraisal Laws in Member Jurisdictions through Communication, Research, Education, and Cooperation.

### Our Cover Image:

Is Chicago by night. The sentinel of the Chicago River, the Wrigley Building with the familiar clock faces.



I trust that everyone has settled back into their routines following what I believe was a very informative conference in Chicago, Illinois. I still don't understand why they refer to it as the *Windy City*. Although the weather was a little cold it is easy to see why Chicago is one of America's greatest cities. For any of you that didn't get to join us I would encourage you to visit when you get the chance, and be sure to get some of Brian Weaver's restaurant recommendations. I also understand that *Tommy Gunn's*, which Brian recommended was thoroughly enjoyed by all who attended.

Sherry Bren and the Program Committee did an outstanding job putting the Spring Conference together. Having chaired the programs last year, I am extremely impressed at how organized Sherry is at keeping everything on track. I have heard several attendees comment that they felt the topics for this year's conference were extremely timely. We heard from Alyx Arseneau, with the GAO, on their study of the Appraiser Regulatory System. There was a great presentation from Brad Geary with HUD, on appraisal fraud issues that their agency is encountering. The sessions on AMC and Reciprocity were very informative as jurisdictions continue to adjust their statutes and rules to be in line with Dodd-Frank. The panels on Non-Traditional Appraisal Products and Mandatory Reporting focused on two issues that I believe states will be dealing with more and more as we move forward. In addition to these sessions, I would also like to thank the Appraisal Foundation and the Appraisal Subcommittee for again providing updates and participating in our committee meetings, on panels and at the AARO orientation. They are always generous with their time and expertise, which provides valuable information to our attendees. I hope that all of you that attended enjoyed the conference, and will share with others in your agency and the other jurisdictions you interact with the benefits of the information and networking. We look forward to seeing all of you in Washington, DC, for the Fall Conference, October 13-16<sup>th</sup>. The Program Committee will be starting back to work this month and I am sure they will be looking at the evaluations from this conference to get ideas. Some of the likely topics will be the ASB's Exposure Drafts for the 2014-15 edition of USPAP, changes to the ASC's Policy Statements (which are expected out later this year) and an update from the Consumer Financial Protection Bureau (CFPB) on their rule-making with regards to Dodd-Frank.

I would also like to remind you that if you need any assistance, with regulatory issues you are dealing with, before the next conference, you can reach out to other AARO members as well as your ASC Policy Manager. I hope that all of you have a great summer!

Don Rodgers, AARO President

## Policy & Planning Committee Report

by Larry Disney  
Vice President

**As additional outreach to states who are not attending - make use of technology for meetings-teleconference/web conferencing**

How about committee meetings via this technology?

Maybe states who can not afford to attend can attend virtually.

Costs of attending conferences may be a huge issue due to budget cuts and Staff reduction – can we shorten conferences by holding committee meetings virtually ahead of conference.

Survey the states to find out the reasons why they do not attend –we need to help them attend.

Can AARO waive a conference fee?

Raise dues with the idea of allocating conference fees into dues...some states have an easier time paying conference fees if it's considered annual dues.

Look at a scholarship fund...raise fees \$100 and move that \$100 into a scholarship fund to help fund states to attend meetings...maybe the ASC would make a donation - look at with the idea of one person coming for investigate update – we need to get creative.

**In general there is a lack of participation from the membership.**

Reach out to the states with a survey...what are the issues preventing active membership?  
AARO does not have a standing membership committee to do the outreach.

Look to the committee of past presidents – great resource.

The attendees questioned why leadership was not reimbursed for costs - It might encourage participants to move into leadership role if costs are reimbursed.

**How can AARO get more funds?  
Drive/attract more affiliates?**

Approach AMC's as affiliate members and sponsors.  
Approach appraisers as affiliate members.

**AMC's**

Lacking communication with the AMCs. Bring them on board...make them part of AARO as a standing committee or working group- would need to identify the committee, the structure and the intent.

However, voting needs to remain with the formal members (jurisdictions)..AMC's remain affiliates. AARO Rep be in leadership role as Chair...AMC member, Vice Chair

**Newsletter:**

Maybe the newsletter needs to come from the staff level.

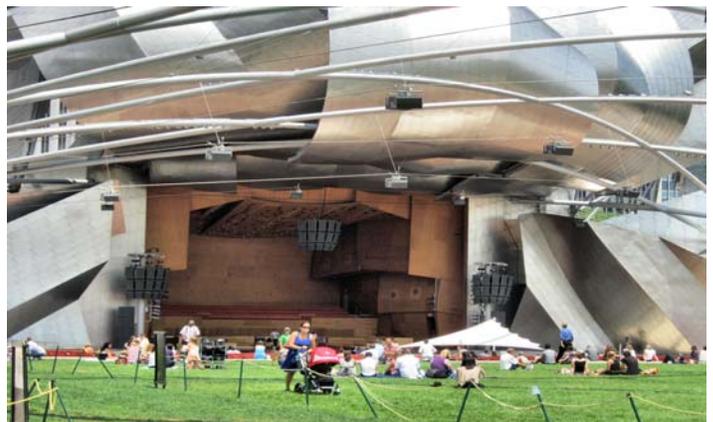
States can feed into, but for consistency should look to staff to put out the letter.

**Resolve the Website issues:**

NEEDS TO BE UP AND RUNNING!

**Conference Meetings:**

Keep spring meetings in warm/inexpensive locations.



## Investigator Training Committee Report

by Thomas W. Lewis, III

Deputy Director, North Carolina Appraisal Board

1. Meeting began promptly at 8:30 with approximately 25 personnel in attendance. Meeting attendance was restricted to regulatory personnel only in order to encourage free flow of communication between regulatory agencies. In addition to the state jurisdictions present, Ms. Denise Graves, Deputy Director Appraisal Subcommittee, was in attendance.
2. The meeting began with self-introduction by the Committee Chair and each attendee introducing themselves as well as describing their role within their respective agency and tenure. The make-up of the attendees included some first time AARO attendees as well as long time participants. In addition the attendees represented a broad spectrum from investigators to administrative personnel.
3. The first order of business was to discuss the current status of investigator training. It was discussed and announced that there would be another Level I and Level II Investigator training class that would be held June 28-30 (Level I Scottsdale AZ) and August 16-18 (Level II Tampa FL). Attendees that had not participated in Investigator Training were encouraged to contact Magdalene Vasquez with the Appraisal Foundation in order to inquire about registration. There were favorable comments made by several of the attendees as to the merits of both courses and it was also announced that Larry Disney of Kentucky and Nicole Avers of Tennessee would also be participating as instructors for the course.
4. The attendees were also informed and or reminded of the Investigator Update, a filmed production that was produced in association with the Appraisal Foundation, the Appraisal Subcommittee, and AARO. Attendees of the investigation committee were informed and/or reminded that this 2.5 hour update was available through the Appraisal Foundation's E-Library, but did require a pass code that could be obtained from Magdalene Vasquez as well. The group was reminded that the update was for individuals that had attended Level I and Level II. There was some discussion of the possibility of expanding the audience by allowing Level I attendees to also have access to the video update.
5. The discussion then turned to the likelihood and the assessment of demand for a Level III Investigator Training. Predominantly it was discovered that there was such demand and some of the focus areas desired by the group were described as being evidence collection and assessment, hearing preparation, testimony, and possibly advanced interviewing skills. There was also some discussion as to whether or not that a Level III would be best supported by a live class offering or whether or not a filmed production would be better. Some of the attendees stressed their preference for a classroom offering, but overwhelmingly it was determined that a Level III was desirable regardless of the format. The Committee chair and Dennis Badger would be discussing the possibility of a Level III training opportunity with those sponsors and



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other interested parties over the next several months.

6. At this point the discussion moved to enforcement operations within the respective jurisdictions and a brief discussion as to how the newly appointed tasks of regulating AMCs has affected agency caseloads. A quick survey around the room determined that possibly 20% of the attendees still had not had AMC legislation adopted within their respective jurisdictions. Those that had adopted AMC laws and rules predominantly noted minimal activity with regard to complaints filed against AMCs with the exception of appraiser licensees filing complaints regarding timely payment. This particular issue was considered universal from within the jurisdictions represented and various measures to handle this issue was discussed. Another short poll determined that a considerable decline in complaint volume has been experienced across the country.
7. Denise Graves then brought up the impending creation of a hotline that is to be administered by the ASC that will essentially act as a funneling or channeling device that will direct complaints/inquiries to various agencies depending upon the nature of the concern. Graves remarked that the hotline could be up and running by this summer and noted that no one is exactly sure as to what impact this will have on complaint volume within the jurisdiction's represented. Graves gave a brief description of the hotline to include the proposed methods that will be used and combination of live persons and automation that will facilitate the program.
8. Another area of discussion was what has become widely considered an unintended consequence of AMC regulation and that is the potential for AMCs to file complaints against appraiser licensees in order to expedite the removal of an appraiser licensee from their pool of appraisers for business reasons. It was noted that some jurisdictions only provide for the removal of an appraiser licensee from an AMC pool or list as a result of an allegation of violation of the USPAP or state law, etc. There was concern expressed by some of the attendees that in order to scale back or reduce the number of appraiser licensees represented on any one AMC list that there could be a significant uptick in the number of complaints. Likewise, it was discussed that even the most minor of violations can result in the removal of an appraiser licensee from multiple AMC pools as licensee and complaint status has become more prolific and available. Some of the jurisdictions inquired as to alternatives to disciplinary action and whether these have had success within other jurisdictions. There was some further discussion by certain jurisdictions that routinely employ alternative measures as well as some comments by Ms. Graves. The attendees were encouraged to contact their respective policy managers for clarification and assistance.
9. Lastly a flyer for the upcoming Investigator Training sessions in June and August was supplied by the Appraisal Foundation. Everyone was thanked for their attendance and participation and the meeting was adjourned around 10AM.

## Budget & Finance Committee Report

by Dave Campbell  
Treasurer

Meeting attendees: Committee members Trenton Hogg, Wyoming; Anne Petit, Ohio, Dave Campbell, North Dakota and Managing Director for AARO, Brent Jayes.

### Review of Audit:

The committee members reviewed and discussed the professional audit performed by Boyce, Furr & Company, LLP. The audit identified that AARO operates under the modified cash basis of accounting (cash-in/cash-out). It was the opinion of the independent auditor that the financial statement reviewed was free of material misstatement and that it represented fairly, in all material respects, the financial position of AARO at December 31, 2010.

After discussion, the committee members concluded no further action was required with respect to the professional audit although some additional independent monitoring was recommended, as discussed below.

### Income and expense monitoring:

Presently, expense items incurred by AARO are sent to Brent Jayes and Brent receives approval for payment for the individual expenses from the Treasurer (Dave Campbell). The committee felt this process was reasonable and timely.

The committee felt there should be some additional oversight when dealing with income from cash transactions and recommended that one of the members of the financial committee should "sign-off" on any such transactions to protect AARO and also to protect Brent.

The committee also recommended that copies of monthly bank statements be sent to the Treasurer and that the Budget and Finance Committee review income and expenses on a quarterly basis. These changes will assist in a better understanding of AARO's monthly finances which

will allow the Budget and Finance Committee to make recommendations to the Executive Committee in a timely manner.

### 501(c)(6) – IRS, federal tax exempt status concern:

Brent had indicated that one of the speakers had asked for financial assistance to attend the conference. During the application process, this individual (or representative) attempted to obtain certain information about AARO and was unable to find AARO listed as a not-for-profit organization under a Federal Data Base system that tracks such information.

During the meeting Anne checked a website (Guide Star) and found AARO was listed for the years 2008, 2009 and 2010. Anne indicated she would check further to make certain AARO is still registered properly with the IRS as a 501(c)(6) non-profit association.

Brent indicated he has the past five years of tax filings and that he would also visit with the accounting firm that he has used previously to file proper paperwork with the IRS.



After the Budget and Finance Committee meeting, Brent checked with our CPA firm and was informed that AARO is indeed recognized by the IRS, but as a 501 (c) (6) (non-profit association) rather than the 501 (c) (3) (not for profit charity) which was what the speaker was researching. Thus, the concern expressed at the meeting has been resolved.

## Program & Publications Committee Report

by Sherry Bren  
President Elect

### Discussion:

The current contract with the Westin Hotel in DC will expire after the Fall Conference to be held in October. Brent Jayes, AARO's Managing Director, will send out Request for Proposal (RFP) to several properties in DC and the surrounding area. The committee discussed the benefits and disadvantages of using a property outside of the DC area. Once the responses are received to our RFP they will be reviewed. The Program Committee will provide the results of the RFPs and a recommendation for the future DC conference locations to the Executive Committee for consideration.

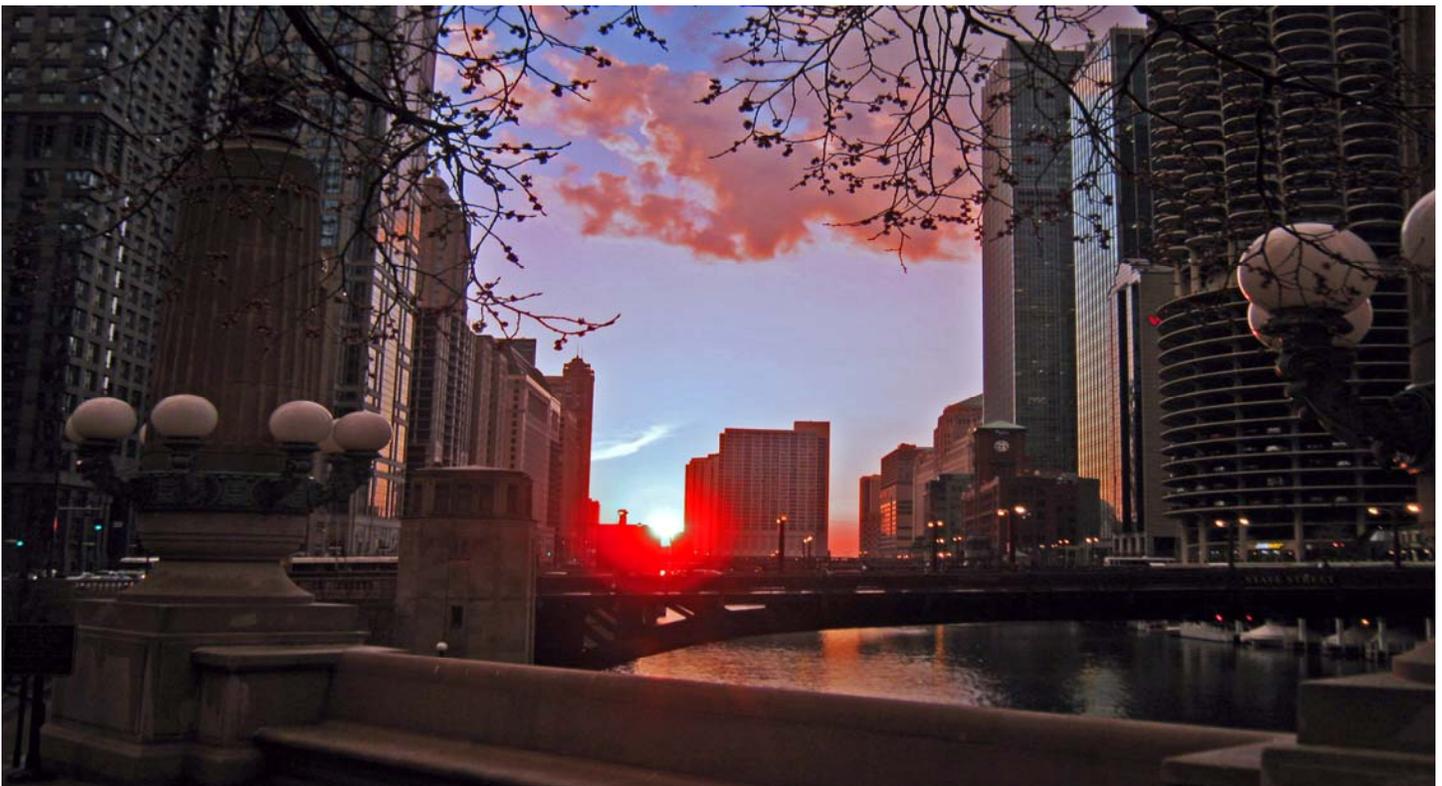
The committee developed a tentative plan for the Spring conference locations for 2013, 2014 and 2015. Brent will contact properties in several recommended locations. He will provide the committee with the results. The Program Committee will provide the results and a recommendation for the next three upcoming Spring conference locations.

### Discussion:

The Program Committee recommended that a newsletter be published as soon after the conference as possible and distributed. The following items were recommended to be included in the newsletter:

- Committee Reports
- President's Letter
- Information for the Upcoming Fall Conference
- Overview of the Special Event – Tommy Guns
- Other Items of Interest

The meeting adjourned.



## ASC Liaison Committee Report

by Ami Milne-Allen  
Immediate Past President

### Attendees:

Ami Milne-Allen - Chair  
Travis Klundt - Idaho Board Member  
Denise Graves – ASC  
Kerri Galvin – Texas  
Vanessa Beauchamp – MO  
Jake Knight – SC  
Jodi Campbell – ND  
Dennis Badger – KY  
R. Wayne Pugh LA  
Scott Dibiasio – Appraisal Institute

1. Wayne Pugh suggested that AARO consider developing “Best Practices” for state licensing programs. Wayne is willing to oversee this effort and Denise noted that the Policy Managers would be willing to develop this. It was noted that this could be made available to states via TAF e library.

2. It was suggested that we develop an Ad Hoc Membership Committee. Kern Galvin from Texas offered to Chair this committee if President Don Rodgers set it up. This committee would look at several possibilities to get more states involved with AARO. First, look at a potential scholarship fund. Criteria would need to be developed. The Appraisal Institute might be interested in providing some funding and, AARO could apply for some grant funds from the ASC (maybe some of the Dodd-Frank provisions would allow for this). Funding would not be for individuals, but, for states. Second, this committee could survey non-member states to see why they are not members and, for non-attending member states, why they do not attend AARO Conference. It was suggested that this survey could be followed up with phone calls. It was further noted that until the AARO web site is up and running it would be hard to start any kind of “reach out” program.
3. Reciprocity issues were discussed. Dennis asked questions regarding review appraising and reciprocity and reciprocity issues that arise when there are differing qualifying requirements from state to state. It was hoped that these questions would be covered during the AARO reciprocity panel time.
4. The revised Policy Statements were discussed. They should be out for comment this summer.



## Education Committee & AQB Oversight Committee Report

by Maria Brown  
Director At Large

The meeting was called to order by Maria Brown, Co-Chair.

The following individuals were in attendance:

Larry Disney—Chair Kentucky Board  
Maria Brown—Co-Chair Idaho Board  
Rick Baumgardner—AQB  
Harold Ovsowitz—Colorado Board  
Yvette Gabardi—Colorado Board  
Robert Maynor—Louisiana Board  
Sam Blackburn—Kentucky Board  
Ken Simpson—South Dakota Board  
Craig Steinley—South Dakota Board  
Tom Lewis—North Carolina Board  
Sara Stephens—AI  
Richard Stephens—AI



### ONLINE EDUCATION

The committee discussed which jurisdictions currently allow online education for both qualifying education and continuing education. There was a concern that many providers have been canceling face to face courses if their attendance numbers are low.

### CRITERIA CHANGES

The committee discussed the efforts being taken in their jurisdiction to prepare for the January 1, 2015 removal of the segmented approach and implementation of the Real Property Appraiser Qualification Criteria.

- a. Education and experience will have to be completed prior to taking the *National Uniform Licensing and Certification Examinations*;
- b. Applicants for the Certified Residential and Certified General classifications will have to possess a Bachelor's degree or

- higher from an accredited college or university;
- c. Applicants for the Licensed Residential classification will have to have successfully completed 30 semester hours of college-level education from an accredited college, junior college, community college, or university, *or* have an Associate's degree or higher from an accredited college, junior college, community college, or university;
- d. All candidates will be required to undergo a background check;
- e. Recognition of approved university degree programs as counting toward the education requirements in the *Real Property Appraiser Qualification Criteria*;
- f. Removal of the "Segmented" Approach to the *Real Property Appraiser Qualification Criteria* implementation;
- g. Prohibition of repetitive continuing education in the same continuing education cycle;
- h. Clarification of the term "written examination";
- i. Revisions to the Trainee Appraiser classification that will include a requirement to

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- take a course oriented to the requirements and responsibilities of Trainee Appraisers and Supervisory Appraisers;
- j. New Supervisory Appraiser requirements;
- k. Revisions to Guide Note 1; and
- l. Additions to the illustrative list of educational topics acceptable for continuing education.

The committee discussed background checks for applicants who were applying for licensure in their state through reciprocity, or for a temporary permit. Background checks on renewal applications were also discussed. A question was raised on the necessity of a background check on someone who had just recently completed a background check for their host state.



Mr. Baumgardner stated that jurisdictions should be getting the word out now regarding the criteria changes including the end date to the segmented approach. He suggested AARO take a lead role in spreading the news about the changes. Some of the comments regarding how to get the message out to licensees and applicants were through individual states websites, mass mailings, e-mail blasts, and association visits.

Mr. Baumgardner stated that colleges in lieu of courses do not need to have the title of the course match exactly. The Board should be looking at the course content rather than the title.

## FUTURE CRITERIA CHANGES

The committee discussed future criteria changes for example a two track method to licensure which would include the current criteria, or a four year degree in real estate appraisal and pass the national exam. The experience requirement would be completed during internships. The AQB continues to reach out to colleges and universities with real estate appraisal programs that will fulfill the educational criteria. Mr. Baumgardner stated the AQB will not be approving each college course, but the program as a whole. Only accredited colleges and universities qualify.



## ASB Liaison Committee Report

by Nikole Avers  
Secretary

The Appraiser Standards Board (ASB) Liaison Committee held a meeting during the AARO conference in Chicago, IL on April 21, 2012. I chaired this meeting on behalf of AARO and offer the following report:

The following items were on the committee's agenda:

- Introduction of attendees
- Report from the Appraisal Foundation (John Brenan)
- Open Forum Discussion

Nikole Avers called the meeting as the Appraisal Standards Board Liaison Committee - Chair.

Also present:

Frank Manzer— Vice Chair  
Leslie North—MS  
Tad Bolton—New Member – LA  
Tom Lewis—NC

The Appraisal Foundation's Director of Research and Technical Issues, John Brenan, gave a brief report concerning the Appraisal Standards Boards topics that may be included in the next exposure draft coming for proposed USPAP changes which is anticipated to be available on May 1, 2012.

## Tommy Gun 's Recap

by Brian Weaver  
Program & Publications Committee Member

Our evening at Tommy Gun's Garage was filled with laughs, music and good food.

The AARO attendees who hopped on the bus for the short trek to the notorious Southside of Chicago were transported to a Roaring Twenties speakeasy with button men in chalk-striped suits, a dubious Chicago flatfoot and flappers with plenty of rouge and moxie.

Volunteers and victims alike were pulled up on stage to participate in a bawdy floorshow that left everyone in stitches.

When visitors come to Chicago they think of two things:

- The Great Chicago Fire in 1871
- The Era of Al Capone

If you weren't able to join us then you really need to return to Chicago and enjoy an evening of entertainment.

When you come back, be sure to knock three times and say the secret password.

We don't want the cops raidin' the place.



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## AMC Workgroup Report

By Bob Keith  
Oregon

The AMC work group was well attended and included regulators, AMC representatives and observers.

The work group reviewed AARO's mission statement, considered how it might best serve AARO and approved the following proposed bylaws revision creating "standing committee" status for the work group. The committee would be known as the Appraisal Management Company Issues Committee:

**Section 10: Appraisal Management Company Issues Committee:** The Appraisal Management Company Issues Committee shall be primarily responsible to:

1. Research issues and develop recommendations designed to assist other Association standing committees and to the Association as a whole to raise the level of understanding and professionalism of all regulatory officials and staff ; and
2. Provide educational input and assistance to the Association's Program Committee in developing timely and appropriate educational opportunities for board members, investigators and administrators attending Association conferences; and initiate surveys and studies that would support the Association's initiatives on various issues related to Appraisal Management Companies.

The proposed bylaws revision was submitted to the Policy and Planning Committee for their consideration for possible bylaws revisions at the Association business meeting during the fall 2012 conference in Washington, D.C.

The work group identified a number of hot topics of interest to AMCs and regulators. These topics included:

1. Benefits of AARO developing a universal AMC application form that most states would accept. Each state would have the flexibility to require supplemental application information that is unique to their state statute.
2. Developing a resource (i.e. spreadsheet) capturing relevant information from each state with AMC registration laws already on the books. The resource would be offered to those states that have yet to enact AMC registration laws, rules or regulations. The Appraisal Institute has offered to assist in this project.
3. The unintended consequences of an appraiser being placed on an AMCs "exclusionary list" if/ when a complaint is filed against an appraiser even though the complaint had not yet been investigated or adjudicated.
4. Software providers that serve to distribute appraisal orders, but claim not to be an AMC.
5. Impact of mandatory reporting on lenders, AMCs and AMC regulatory agencies.

The work group will work on topics #1 and #2 above for AARO consideration at the fall 2012 conference.



## Update From The Appraisal Foundation

by John Brenan

Director of Appraisal Issues—The Appraisal Foundation

The Appraisal Foundation, a non-profit organization dedicated to the advancement of professional valuation, held its annual Spring meeting of the Board of Trustees in San Antonio, Texas on May 19, 2012. A variety of matters were taken up at that meeting by the 25-member Board, including recommendations on future strategic initiatives.

### *Report from the Strategic Plan Task Force*

2012 marks the 25<sup>th</sup> Anniversary of The Appraisal Foundation. In preparation for this, the Strategic Plan Task Force was established last year. This group was charged with considering The Appraisal Foundation's strategic direction as it moves into its next 25 years. The Task Force presented its draft recommendations to the Board of Trustees and the Sponsoring Organizations of The Appraisal Foundation on May 17 and 18.

One recommendation of the Strategic Plan Task Force was a proposed new vision and mission statement for The Appraisal Foundation. The Board of Trustees adopted the proposed vision and mission statement from the Strategic Plan Task Force as presented, as the changes are merely clarifying in nature:

**Vision Statement:** *To ensure public trust in the valuation profession.*

**Mission Statement:** *The Appraisal Foundation is dedicated to promoting professionalism and ensuring public trust in the valuation profession. This is accomplished through the promulgation of standards, appraiser qualifications, and guidance regarding valuation methods and techniques.*

Following the meeting, the Strategic Plan Task Force was directed to draft a narrative version of its report for comment from stakeholders. The draft will be released later this summer for commentary.

Larry Disney is the AARO representative on the Strategic Plan Task Force.

### *New Task Forces Established*

Several new Task Forces have been added to the Foundation agenda for 2012. The most notable of these is the National Education Partnership Task Force.

One component of the proposed Strategic Plan was the recommendation that the Foundation form a partnership with its Sponsors in the development of education. After further discussion among the Board of Trustees and representatives of the Foundation's Sponsors, it was suggested the Foundation consider a National Education Partnership with its Sponsoring Organizations. The goal of the proposed partnership would be the development of consistent, quality education. It is envisioned that the partnership would be voluntary and that it would focus on the coordinated effort of developing continuing education materials that would be accessible to all educational providers. While the Foundation would *develop* the course materials, it would not *offer* any courses.

Accordingly, a Task Force was established to further study this issue. The rationale for establishment of this Task Force prior to adoption of the full strategic plan is that the Task Force will perform a feasibility study on the partnership recommendation and, if it is found to be feasible, help develop a recommended business plan for im-



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plementing the partnership. Don Rodgers has agreed to represent AARO on this Task Force.

## *eLibrary*

In 2010, The Appraisal Foundation established an eLibrary of free informational videos and training sessions on its website. Visitors to the eLibrary are able to view a video and any accompanying PowerPoint presentations simultaneously.

Some of the videos currently included in the eLibrary include: *2012-13 USPAP Update for State Regulators*; *Mock Administrative Hearing*; *USPAP Summary of Actions for the 2012-13 Edition*; *An Introduction to Green Buildings and their Valuation*; and, *Appraisal Regulatory Investigator Update* (password protected).

In 2012, the Foundation hopes to include additional videos including: *Understanding the Real Property Appraiser Regulatory System*; *2015 Real Property Appraiser Qualifica-*

*tion Criteria*; and, *The Role and Function of the Appraisal Practices Board (APB)*.

## *Investigator Training Program*

The Appraisal Foundation, in conjunction with AARO and the Appraisal Subcommittee, continues to develop and offer Investigator Training courses. These courses have been extremely well-received by state appraiser regulatory agencies, as the material is meaningful and the training is provided at no costs to the states.

The next meeting of the Board of Trustees will be held on November 3 in Portland, Oregon. The agenda for that meeting will include further discussion of the strategic plan, a report from the National Education Partnership Task Force and appointments to the Foundation Boards. For a full summary on the Spring Meeting of the Board of Trustees, please visit the following link on the Foundation's website:

<https://appraisalfoundation.sharefile.com/d/sc5ab649373e4b55b>.



## Dan Pietropaulo (May 16, 1947—July 7, 2012)

### In Memoriam

by Brian Weaver



My last telephone conversation with Dan was in April of this year. Aside from appraisal topics, he briefly touched on his health.

He said that he felt he was blessed and lucky. Blessed by the good fortune to have survived beyond the holidays and lucky to be surrounded by his loving family.

Recounting his twenty-eight years of professional achievements in the appraisal profession seems to be the most logical and appropriate thing to do in this publication; but careers are not what define us.

I admit that I didn't know him very well or for very long. He became the Executive Director for the Arizona Board of Appraisal on April 19, 2010 and that naturally led him to AARO.

At the San Diego Spring Conference I was fortunate to win an Arizona door prize. One of the items was a photograph taken by Dan Pietropaulo.

He was, amongst other things, an avid and skilled photographer. Dan was an artist. He had an eye for the beauty and grandeur that surrounded him.

The photo of Toroweap Point on this page was the one that I took home.

If a picture paints a thousand words then enjoy the words he painted.

I enjoy it everyday.

Dan isn't really gone. He lives on through the collective memories of his family, friends and the images that he created in his art.

Ansel Adams remains one America's best known photographers. He once made an observation that seems to fit what little I know of Dan:

"You don't make a photograph just with a camera. You bring to the act of photography all the pictures you have seen, the books you have read, the music you have heard, the people you have loved."

