



VALUES

National Capital Area Chapter
International Society of Appraisers
March 2006

The mission of ISA is to advance the professionalism and effectiveness of personal property appraisers

www.isancac.org

IVORY IDENTIFICATION AND APPRAISING WITH BOBBY MANN FOR MARCH 6TH MEETING

Bobby Mann will be the guest speaker for the March 6th Chapter meeting at Alfios. Mr. Mann will speak on appraising, identifying, examining, and evaluating ivory and ivory carvings. Mr. Mann will also talk about ivory substitutes.

William R. (Bobby) Mann is a collector of unusual ivories (tusks, teeth, skulls as well as natural and manufactured look-alikes). He is co-founder of the International Ivory Society. A Graduate Gemologist (GIA) and ivory identification

specialist, he is a hands-on educational instructor, lecturer, speaker plus manufacturer of ivory ID comparison kits. Formally retired as Captain of the Washington, DC Fire department after 28 years service, he is past president of the National Capital Area Chapter of the International Society of Appraisers and past president of the Washington, DC Chapter of the Gemological Institute of America and currently serves on its Board of Directors.

Identifying ivory is a skill many appraisers should

have knowledge of. Therefore, the March 6th meeting should be very beneficial to all who attend.



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ASSETS 2006— March 30th through April 3rd

ISA's ANNUAL CONFERENCE ON PERSONAL PROPERTY APPRAISING IS BEING HELD IN SANTA FE, NM AT THE SANTA FE HILTON. FOR CONFERENCE REGISTRATION, TOUR INFORMATION AND SCHEDULES VISIT THE ISA WEBSITE AT WWW.ISA-APPRIASERS.ORG

**March 6th MEETING -ALFIO'S La TRATTORIA
CONTACT DONNA HUBER AT 301-229-2949
BY FEBRUARY 3rd FOR RESERVATIONS**

We will meet at Alfio's La Trattoria, 4515 Willard Avenue in Chevy Chase, MD. Valet parking is available. Dinner is \$17.00

and includes your choice of 2 veal dishes, chicken or flounder, salad and dessert.

The evenings schedule is as follows:

5:15—6:00 Executive Board Meeting, Social Hour and Networking (Cash Bar)

6:00 Dinner

7:00 Program

New Membership Levels Became Effective January 2005—Are you in Compliance?



There has been a lot of confusion over the new ISA Credentialing policy which became effective January 1, 2005. Under the new guidelines there are four levels of membership within ISA (not including retired, or affiliate members). The levels of membership are designated as an entry level Candidate, Member (full member no designation), Accredited Member and Certified Member.



The Candidate is not considered an official member of ISA. To achieve Candidate status one must have applied for ISA membership, paid the associated fees and had their references returned with acceptable ratings. The Candidate, if appraising must adhere to the ISA code of ethics and write to the ISA report writing standards. The Candidate level is structured more along the lines of what they can not do until they achieve full membership status. A Candidate will not receive a membership certificate, they will not be listed on the web site or any other place where public access is readily available, nor can they advertise a connection with ISA in any manner.



To advance from Candidate to a full membership level, the Candidate must complete the ISA Core Courses in Appraisal Studies, or an approved equivalent course of study, document three or more years of market related experience in your chosen specialty filed, either appraising or working with specialty items in ways that expose you to different levels of markets. A member may state that they are a Member of ISA in written materials, but may not use any appellations, designations or ISA logos. Members will be listed in the back or end of the ISA searchable databases and directories, and their names will not be given out as ISA referrals. The member must write appraisals to the ISA Appraisal Report Writing Standard and abide by the ISA code of ethics. The Member must matriculate to the Accredited level within 5 years or they will be dropped from ISA membership (although I understand this step is under further review and reconsideration by the ISA Board). According to ISA "this objective is to ensure that an ISA member who is allowed to advertised association with ISA has demonstrated specialty competence in one of the accepted ways".

The Accredited Member (ISA AM) must satisfy all 'Member' level requirements and demonstrate knowledge and expertise in their chosen specialty field. This may be accomplished through documentation of successful completion of an ISA approved course of study in the specialty field such as a college degree, certificate of specialty study from an ISA approved continuing education program, OR com-

plete an ISA general survey course with exam OR present specialty expert work product for analysis and approval by an ISA peer group review panel made up of members from the applicable specialty division, OR pass an ISA specialty exam in the chosen field if one is available. The Accredited Member may use the ISA AM appellation with or without the ISA logo, re-qualify every 5 years (or drop to 'Member') write to the ISA ARWS, and follow the ISA Code of Ethics. The accredited member will be listed in the ISA databases and directories and will be used for referrals. The previous ISA Accredited level (ISA) must document satisfactory specialty knowledge in an approved manner by the end of the third member year after implementation of this policy or at the time of their next re-qualification, which ever is later. Non compliance will cause their designation to revert to 'Member'.

The Certified Member (ISA CAPP) must fulfill all ISA AM requirements and submit application and pay a processing fee for the Certified designation. 500 billable hours doing formal appraisal reports written to ISA ARWS have to have been accrued with the past 5 years. To achieve the Certified level, the appraiser must complete a certification exam based on appraisal theory, principles, methodology, ethics and report writing standards and submit two self contained appraisals written for different functions following ISA Designation & Review guidelines. The Certified candidate must also submit documentation of required professional development credits, gained through approved ISA activities that enhance appraisal skills and specialty knowledge. The CAPP process must be completed within three years from the date of enrollment in the program, and re-certify every 5 years or drop one level in membership to the accredited level. The certified member may use the ISA CAPP appellation on printed materials with or without the ISA logo and will be listed in the ISA searchable database and membership directories and will be used for referrals.

Existing members must fulfill any additional requirement in order to maintain their credentials and designations by September 30, 2008, or their member category will be lowered one level. Therefore, effective October 1, 2008 a current Associate member will become a Candidate and a non complying Accredited Member will become a Member. Therefore it is important for all existing members to review their current membership level and determine if they are in compliance with the new guidelines. Do not wait and become surprised when or if your designation level is lowered. This will have great consequences in your ability to receive referrals and in advertising your association with ISA. Please contact the ISA office with any questions and for a review of your current status.

Todd W. Sigety, ISA AM

Existing members must fulfill any additional requirement in order to maintain their credentials and designations by September 30, 2008, or their member category will be lowered one level.

ForensicArtAppraiser.com
Charles B. Goldstein, ISA CAPP
Certified Fine Art Appraiser

“Reviews and Listings of Current Museum Exhibitions
With Computer Links”

National Gallery of Art (NGA)

Passes Not Required unless otherwise indicated

A web link for each exhibit is provided for a preview and more information

1) Audubon’s Dream Realized: Selections from the Birds of America

through March 26, 2006, West Building Central Gallery.

<http://www.nga.gov/exhibitions/index.shtm#audubon>

2) Cézanne in Provence

January 29 - May 7, 2006, NGA West Building, Main Fl.

<http://www.nga.gov/exhibitions/cezanneinfo.shtm>

(Note: Charles B. Goldstein’s *Cezanne in Provence* review is scheduled to appear in the Winter print edition of the *Professional Appraiser’s Information Exchange* and on-line at the ISA HQ website.)

3) DADA

February 19 - May 14, 2006, NGA East Building, Upper Level and Mezzanine

<http://www.nga.gov/exhibitions/dadainfo.shtm>

4) Amorous Intrigues and Painterly Refinement: Art of Frans van Mieris

February 26 - May 21, 2006, NGA West Building – Upper Floor

<http://www.nga.gov/exhibitions/vanmierisinfo.shtm>

NEWS

New on the Chapter website is an educational opportunities calendar with links. Kathi Jablonsky, ISA AM created and manages the calendar for the Antiques and Residential Contents Division of ISA. The calendar link can be found on the Links page of the Chapter website at www.isancac.org/links Take a few moments and review the vast list of available courses and links.

Upcoming Antique Shows:

Antiques In Alexandria, March 10—12, Flippin Field House, Episcopal High School, 3900 West Braddock Road Alexandria, VA 22302

Chapter Dues— Deadline of March 15th for Membership Directory and Website Listings

As of the first of the year, the chapter has initiated the collection of annual membership dues. Since we are actively promoting the profile of ISA, the chapter and individual members, it has become necessary to re-start the annual levy. Chapter dues and the chapter treasury have contributed to the support and de-

velopment of the website, a soon to be published printed membership directory and an ad in the Antique Dealers Association of MD annual directory. Members who have paid their 2006 dues will be listed on the website and in the new printed membership directory. **The deadline for payment to be**

included in the 2006 print directory and website will be March 15th.

Please mail your check payable to NCAC ISA in the amount of \$30.00 to Fred Winer at 305 Lennox Avenue, Towson, MD. MD21286.

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Please contact the editor for placing articles, updates and announcements in the VALUES Newsletter.



www.isancac.org

NATIONAL CAPITAL AREA CHAPTER

OFFICERS 2006:

President	Carol Silverman, ISA CAPP
1st VP—Events Planner	Ben Hastings
2nd VP—Meeting Coordinator	Donna Huber
Recording Secretary	Aloysia Hammalainen, ISA AM
Corresponding Secretary	Ellen Shea, ISA
Treasurer	Fred Winer, ISA CAPP

COMMITTEES 2006

Education Chairman	Maureen Heenan, ISA
VALUES Editor	Todd W. Sigety, ISA AM
VALUES Fine Art Editor	Charles B. Goldstein, ISA CAPP
Membership Coordinator	Jill Kent, ISA AM

The Growing Influence of NCAC ISA—Editorial by Todd W. Sigety, ISA AM

The local chapter of the National Capital Area Chapter of ISA has witnessed excellent growth and leadership over past several years. Our Chapter President Carol Silverman has provided excellent leadership in building support for the Chapter. While Maureen Heenan, our Education Chairman has been instrumental in locating interesting and knowledgeable speakers for our Chapter meetings. But did you know that NCAC also has several members currently in ISA National leadership positions?

Fred Winer, ISA CAPP and NCAC Treasurer, is also serving as a Board Member of the National Body. After running for the Board several years ago and missing a seat by 5 votes he was elected by the Board to fill a mid-term vacancy. This past November Fred ran for re-election and received the most votes of any candidate running for a board position. In addition, during the November 2005 board meeting Fred was elected as the Vice President of ISA and is currently the Board Liaison to the Fine Art Committee.

Charles Goldstein, ISA CAPP was recently confirmed by the ISA Board of Directors to serve as the new Chairman of the Fine Arts Committee. Charles holds two CAPPs, one in Fine Art and one in limited edition prints. Charles is a long time ISA member, and an active participant and lecturer at both National and Chapter levels. Charles is a regular contributor to the PAIE and VALUES newsletters

under the name of ForensicArtAppraisals.Com.

Todd Sigety, ISA AM is the Chairman of the recently formed Technology Committee and will be speaking at Conference on E-commerce and the Appraiser. Todd is active in the Chapter serving as the VALUES editor and developer of the new chapter website.

In becoming a larger and more active chapter NCAC now has the visibility to be recognized as one of the stronger and more involved local chapters within ISA. With this added exposure and large chapter membership base comes a new organizational responsibility to not only promote, but monitor issues that impact the members of ISA and the strategic direction of ISA. Changes are constantly occurring within ISA, recently including no product knowledge testing on CAPP exams, online database searches, website issues, credentialing levels and how and where the annual conference is held. Therefore, it is necessary for active NCAC Chapter members to become more involved on both the national and chapter levels in order to have an impact and input into future changes within ISA.

ISA, as a volunteer organization requires active membership involvement to operate, prosper and grow. With the exception of the Executive Director and staff, ISA is managed and operated by its volunteer members, including the Board of Directors, standing committees and specialty task forces.

Without active members devoting precious time and expertise at both the local and national level, little would be accomplished within the organization. I believe ISA fits into the 80/20 rule, where 20% of ISA membership is active within ISA at the local and national levels while the other 80% are not nearly as involved. In that regard, did you realize that in the last election only 249 valid votes were cast with a membership base of supposedly more than 1,000. In order for ISA to maintain its viability as a leader within the personal property appraising profession, more membership participation is required at both the local and national level. The old saying "the organization is only as good as its members" is very accurate when it comes to ISA.

Should you wish to become more active within ISA I would recommend getting involved in committee work, networking at chapter meetings and attending the annual ISA conference. I understand it is not always easy to become part of ISA leadership's team, but be persistent, don't be discouraged and be heard while making ISA a better organization.

It is refreshing to see that the National Capital Area Chapter of ISA is doing its part, with many members participating at both the local and national levels of ISA. Expect great things for the chapter and the National body of ISA with their participation.