



Southern New Jersey
Chapter

24th Annual September Symposium

Tuesday, September 29 & Wednesday, September 30th

This year's September Symposium is being presented virtually via Zoom over two days; Sign up for either segment or for both topics at a discount! 😊

Virtual Classroom-Live/Interactive Participation Guidelines: Students must have computer, webcam & microphone capability to participate & receive continuing education credit. The platform will be interactive and live. The instructor must be able to physically see and interact with all students and students must be able to see and interact with the instructor. A copy of your driver's license must be emailed to the Chapter office as verification after you have registered for the offering prior to the offering start date. You will receive a separate email from the Chapter Office with log-in/access information. You do not need a paid account from ZOOM to participate. If you are using your Ipad/Iphone/smartphone please download the ZOOM app prior to offering. Please check your webcam privacy settings on your computer. If you have a Lenovo laptop, you must have the Lenovo Vantage App installed on your computer for webcam to work. Check state approvals before registering to make sure the states you are licensed have approved the course/seminar and allow Virtual education in place of classroom education during the pandemic. Contact the chapter with questions regarding participation guidelines: lisamayweiss@hotmail.com

PRESENTER: PETER CHRISTENSEN (Christensen Law Firm)

www.valuationlegal.com

Tuesday, September 29 1 pm - 5 pm 4 CE hrs
“Smart Risk Management for Appraisers “

This seminar covers current liability trends affecting appraisers and dispels common myths and misunderstandings. The seminar concentrates on basic liability issues concerning lending assignments, and the best ways for appraisers to prevent claims and avoid liability. Real-world lawsuits and claims form the foundation of the course. Lessons are drawn from each case and specific suggestions for how to implement the lessons in daily appraisal work are discussed. The primary learning objectives of the course are to provide practicing real estate appraisers with an ability to do the following:

- Understand the key legal elements of a professional negligence claim and, based on that knowledge, identify the main liability risks in appraisal work.
- Recognize the most common parties who file lawsuits against appraisers in relation to appraisals for lending.
- Understand why and how the USPAP concepts of client/intended user and intended use relate to legal claims against appraisers.
- Critically evaluate intended use and user language and develop intended use and user language that reduces liability risk.
- Critically evaluate appraisal report forms for liability risks they may create.
- Understand the most common problems in appraisals raised in claims.
- How to make effective disclosures in appraisal reports.
- Handle common liability threats and actual claims properly.
- Understand the importance of the appraiser's work file to liability prevention.
- Know how the statute of limitations works for common claims against appraisers.
- Spot and address key liability issues in new forms of appraisal work (“hybrid appraisals”).
- Understand supervisor and trainee risk.
- Understand how limited liability entities relate to individual professional liability.

An emphasis is placed on teaching students how to apply the lessons in their daily work.

Wednesday, September 30 2 pm – 5 pm 3 CE hrs

“Legal Issues for Non-Lending and Litigation Appraisal Assignments“

Most discussion of appraiser liability focuses on lawsuits and claims relating to appraisals performed for mortgage lending. However, appraisal assignments for litigation and other non-lending purposes actually present a greater liability risk to the appraiser on a per assignment basis. This seminar addresses the specific liability risks and additional key legal issues associated with appraisals for litigation, divorce, estate, tax, conservation easements and other non-lending purposes. It also addresses liability considerations for review appraisers. Actual lawsuits against appraisers form the foundation of the seminar.

These are the kinds of questions that appraisers get answered in this seminar: Who sues appraisers serving as expert witnesses? Who sues appraisers performing appraisals for tax purposes? What’s the surest way for an appraiser to be sued for non-lending work? What’s the likelihood of being sued about a retrospective review appraisal? How does potential liability for a retrospective review compare with potential liability for a contemporaneous review? What are the statutes of limitation for claims? What special provisions should I consider putting in an engagement letter for different types of non-lending assignments?

The objectives of the seminar are to educate appraisers about:

- The most common sources and causes of professional negligence lawsuits against appraisers in connection with non-lending appraisal assignments.
- The unique liability risks imposed by certain non-lending work.
- What appraisers can do to minimize liability risk for non-lending work (the emphasis is on better and clearer disclosure and using appropriate provisions in reports and engagement letters).
- How to deal with common liability threat situations.
- The role of professional liability insurance.

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Mr. Christensen is the author of *Risk Management for Real Estate Appraisers and Appraisal Firms* published by the Appraisal Institute. With respect to real estate valuation, his law practice experiences include:

- Handling of liability threats, claims and litigation against appraisers, appraisal firms & AMCs.
- Defense of state disciplinary complaints against appraisers and AMCs.
- Providing legal counsel and risk management to appraisers, appraisal firms and AMCs in connection with professional liability, engagement agreements, vendor management, indemnification and employment matters.

He was previously General Counsel and Shareholder for LIA Administrators & Insurance Services. Mr. Christensen is a member of the California State Bar and Washington State Bar.

Any & all cancellations are subject to an admin fee. No credit/refunds for cancellations made on or after 7 days prior to class. No credit/refunds for no-shows. Our cancellation policy is stated on the registration portal. CE credits pending with NJ, PA, NY, DE & MD. (NJ Tax board credit reciprocity for appraisal credits.) For information on any additional state’s CE credit possibilities, please contact lisamayweiss@hotmail.com in advance.

Registration Fee: BOTH DAYS \$100 member/\$110 non-member

https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=A7D50050-86B8-4BFE-8AA1-DC5C8D23BC9B&goback=0

Registration Fee: Tuesday only \$80 member/\$90 non-member

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Registration Fee: Wednesday only \$65 member/\$75 non-member

https://ai.appraisalinstitute.org/eweb/DynamicPage.aspx?webcode=AIChapterRegistration&Reg_evt_key=40F41E58-2A4C-436C-8C01-0BDFAA6F3759&goback=0

All educational offerings with the SNJ Chapter can be found on the chapter website: www.ai-snj.org

Questions? Need help enrolling? Email: lisamayweiss@hotmail.com Call: 856.415.0281